

GRAIN & FEED JOURNALS

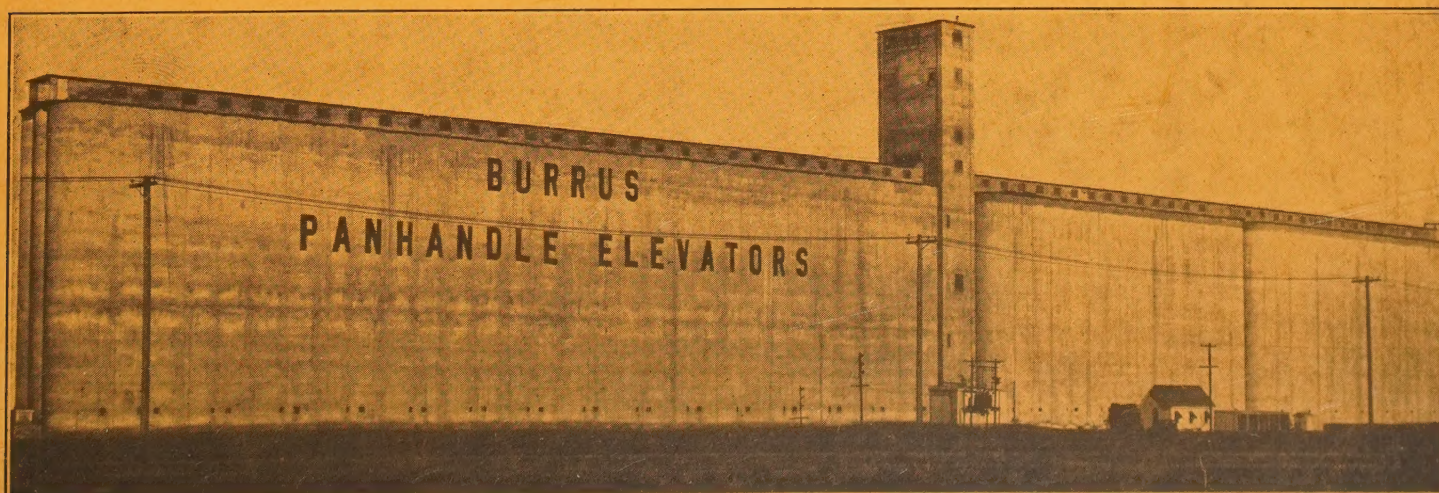
CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

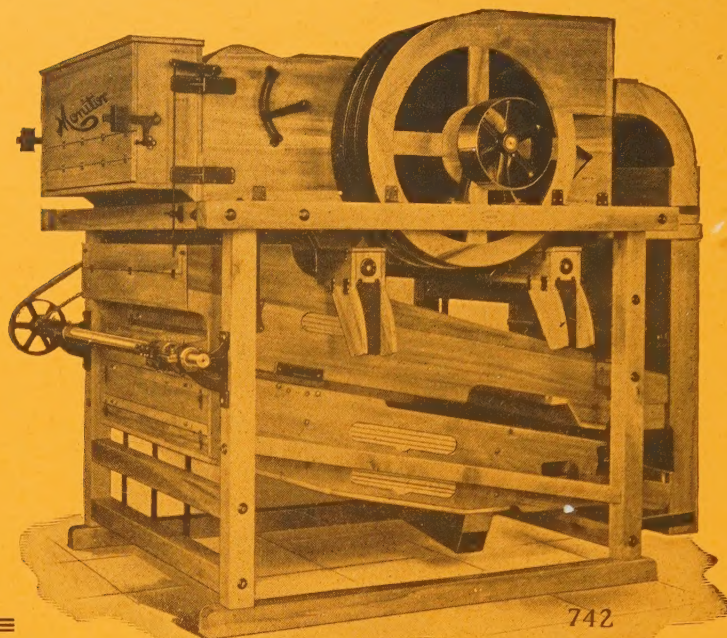
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Home Grown Corn for Mississippi Mills
Grade Certificates Over 48 Hours Old Not Binding
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What Retail Feed Dealers Should Know About Dairy Feeding



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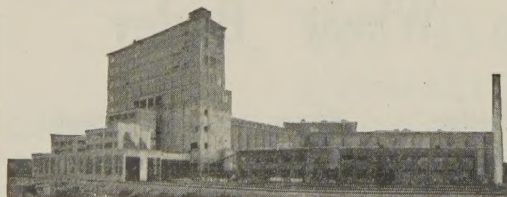
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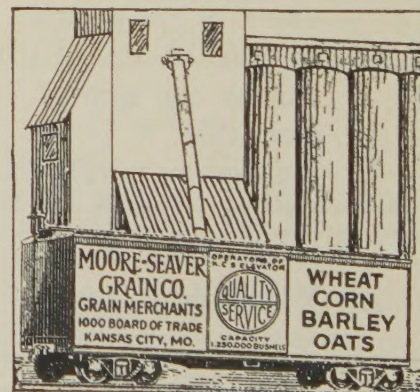
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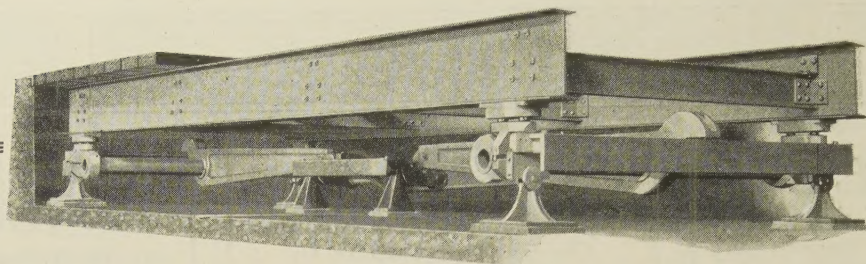
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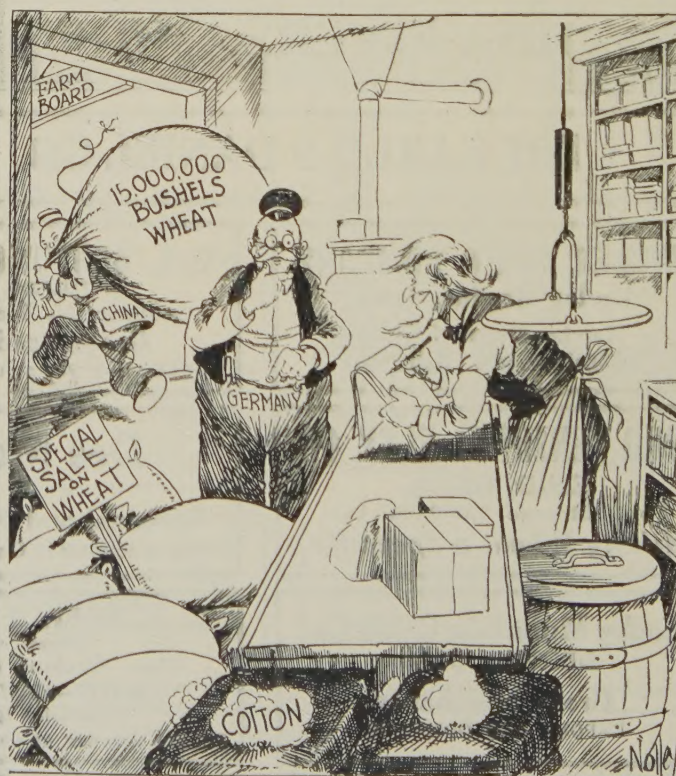
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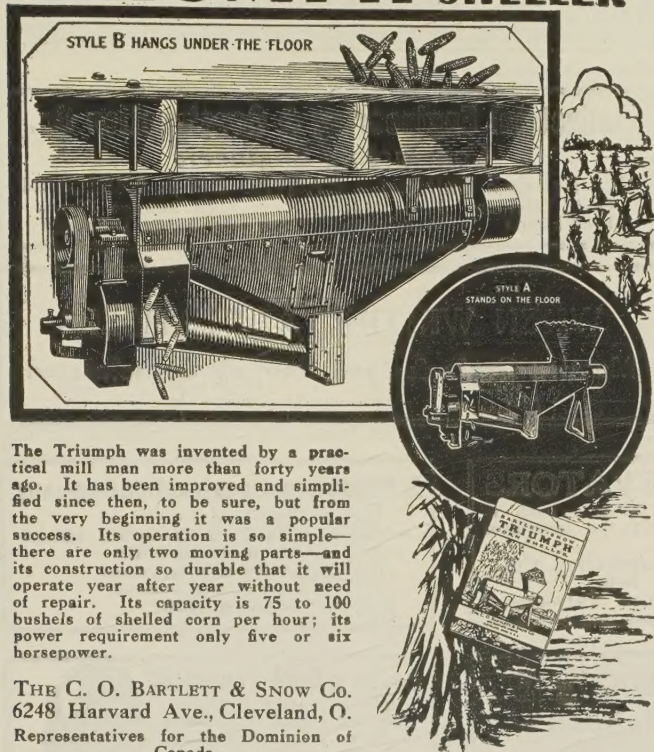
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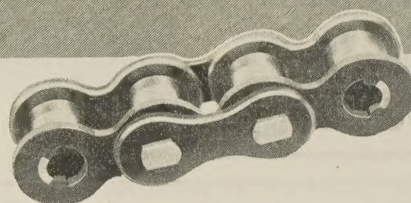
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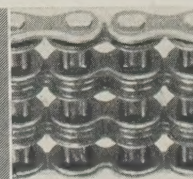
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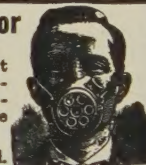
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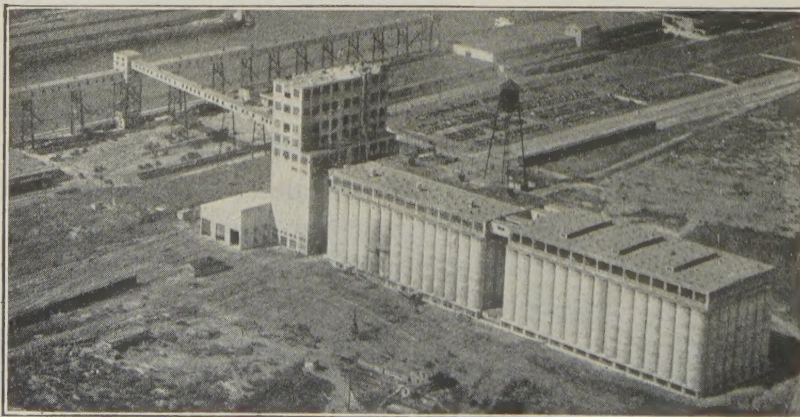
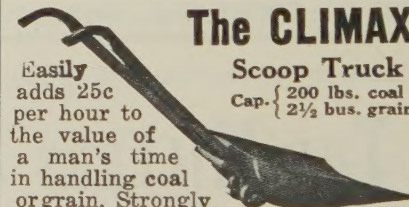
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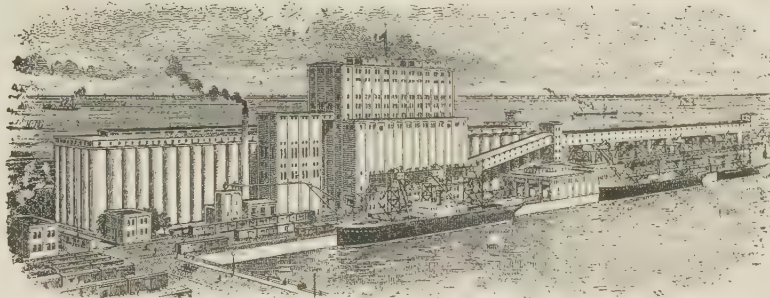
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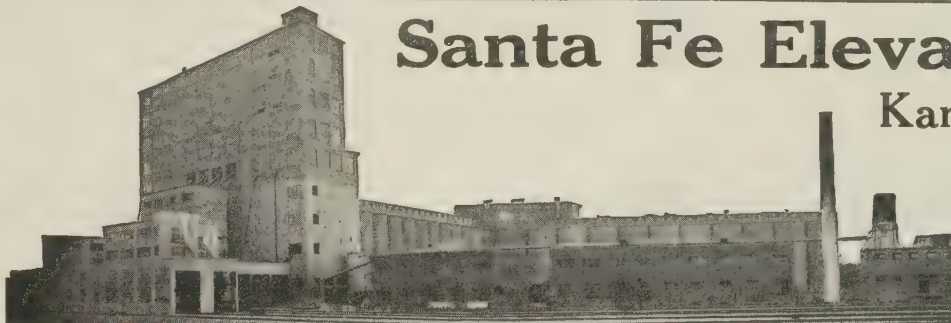
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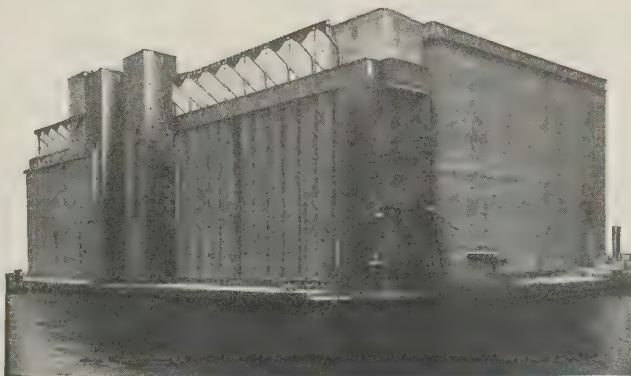
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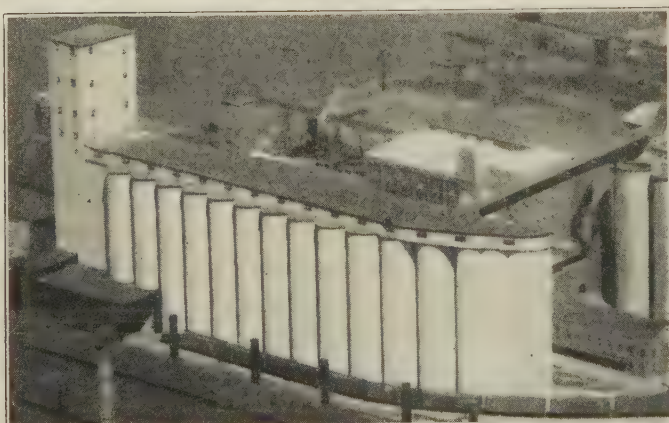
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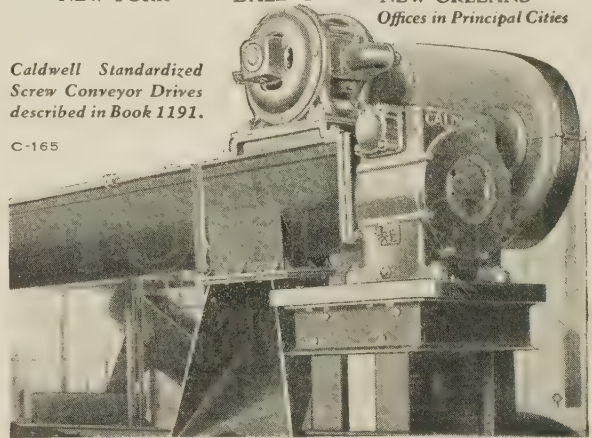
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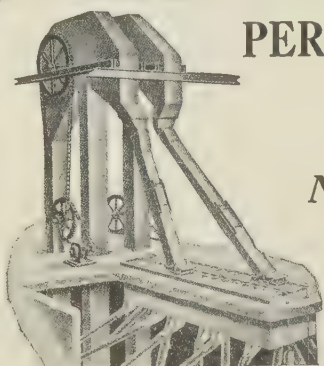


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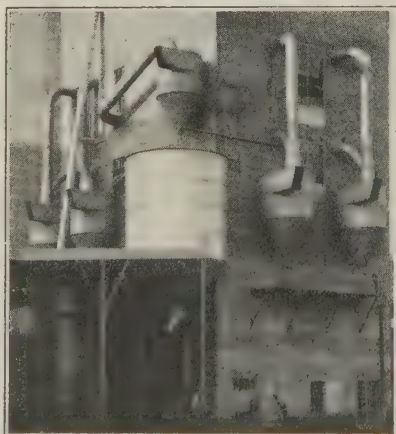
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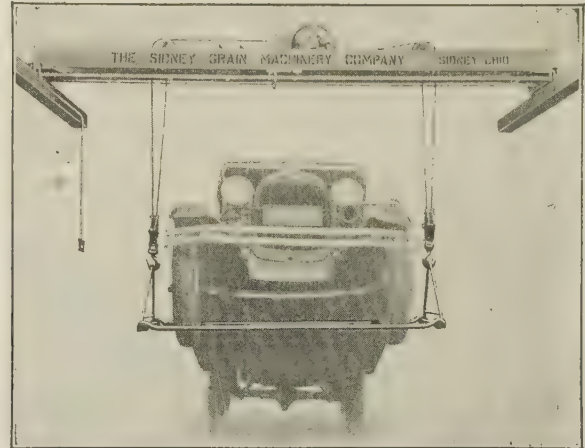
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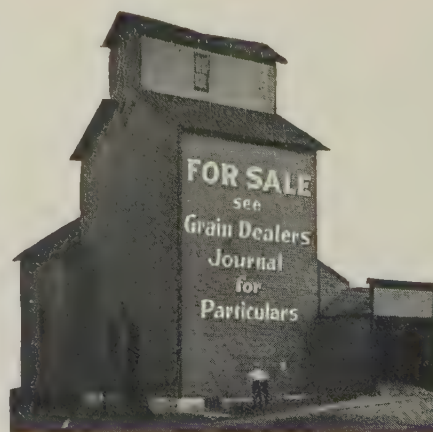
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YOU MAY BE MISSING SOMETHING
AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications form that ad. Thank you."

KANSAS—Two elevators—8,000 and 3,000 bus. capacity for sale. Good equipment; 3 warehouses and 8 lots. Located on Rock Island R. R. in good grain section. Write or call B. H. Oesterreich, Woodbine, Kans.

IOWA—Exclusive grain, coal, livestock, feed and seed business for sale. Elevator capacity 42,000 bus., good condition; coal sheds in good condition; large double corncrib for ear corn. Splendid territory. Write 67T19 Grain & Feed Journals, Chicago, Ill.

NO. OKLA.—Elevator and feed business for sale, electric power, hammer mill, sheller, chop mill. Good county seat town and good dairy community. Best corn crop in years. Might accept farm as part. Sacrifice account health. Write 67S8, Grain & Feed Journals, Chicago, Ill.

MINNESOTA cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

MISSOURI—7,000 bus. elevator and feed business for sale; electric power; hammer mill. Now handling 150 cars of grain, coal, feed, ice and salt per year. All equipment in good repair. Best feed territory in this part of state. Price on request. Address 67T18 Grain & Feed Journals, Chicago, Ill.

INDIANA—Elevator for sale, 18,000 bus.—6,500 cribbed, balance for oats; two whses.; good bldgs. Exclusive business, grain, feed, coal, fence, cement, tile and other farm sidelines. Good distance from trucking centers and other elevators. Large annual carload business. C. A. Mendenhall, Mgr., Economy, Ind.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE

HOLTON, KANS.—Bargain offer on well equipped elevator. Large corn crop to be handled this fall. J. E. Hayes, Receiver, First National Bank, Holton, Kansas.

ILLINOIS—35,000 bushel new cribbed modern elevator for sale; at a way station on I. C. R. R. East of Bloomington, Ill. \$6,000. Large corn crop this year. Far. State Bank, Colfax, Ill.

SOUTH CENTRAL NEBRASKA—15,000 bushel elevator for sale. Fully equipped, including grinder and coal bins. In good condition. Now operating. Address 67T10 Grain & Feed Journals, Chicago, Ill.

KANSAS—9,000 bus. elevator for sale; good corn country; big crop; coal, feed, and hammer mill. Electric power; truck dump. Good town. No competition. \$7,000, terms on \$2,000. Haddam Grain Co., Haddam, Kans.

WYOMING—25,000 bus. capac. elev. and \$50,000 to \$75,000 annual feed bus. for sale. Loc. in heart of No. Platte Valley; no trades; must be part or all cash. Other interests reas. for selling. Box C, Torrington, Wyo.

NORTH CENTRAL OHIO—17,000 bu. concrete and hollow tile elevator for sale; on Big Four R. R. Good trade in fertilizer, livestock, hay, coal and other sidelines. Good territory to draw from. Farmers Elevator Company, St. James, Ohio.

IOWA elevator for sale; 20,000 bus. capacity; built 16 years; 15 bins; electric power; town of about 500; station handles over 500,000 bus. annually; farmer's elevator competition. Very reasonable terms. James M. Maguire, 6410 Minerva Ave., Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

FEED MILL & ELEVATOR FOR SALE

NEW YORK—Feed Mill and 10,000 bus. elevator for sale to close estate. Good business in prosperous community; located on NYC R. R. Small down payment. Address Citizens State Bank Real Estate Agency, Lyndonville, N. Y.

ELEVATORS WANTED

GRAIN ELEVATOR wanted in Central Indiana. Write 67U1 Grain & Feed Journals, Chicago.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

ELEVATOR AND FEED MILL

MICHIGAN—Elevator, feed mill and coal yard for sale; doing good business; well located in good farming community. Address 67T9 Grain & Feed Journals, Chicago, Ill.

CHICAGO—Grain Elevator and Feed Mill for sale. Ample facilities for handling mill feeds and grain in straight cars, split cars or truck loads. Private switch. Exceptional exclusive location. Established 67 years. Good established business and trade connections. For details address 67T7 Grain & Feed Journals Consolidated, Chicago, Ill.

ELEVATOR BROKERS

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

WANT ADS WORK WONDERS

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

Bargain Sale in Soiled and Shelf Worn Books

Universal Grain Code.—Compiled especially for grain dealers and millers, to reduce telegraph tolls and to prevent expensive errors. Contains no ambiguities. Complete and up-to-date. 150 pages, 4½x7 ins. Paper bound, price 75c and postage. Order "Special Universal Grain Code."

Market Record Blank.—Provides ruled spaces for the convenient compilation of an hourly record of the market prices of Wheat, Corn, Oats, Rye and Barley. Each sheet is ruled for a week's quotations with spaces for every business day of the week. Printed on Goldenrod bond paper and bound in books of 60 sheets, over a year's supply, with heavy pressboard hinged covers, size 9½x11 inches. Sells for \$1. Scratched and slightly torn copy for 50c. Order Form 97-S "Special."

Sales, Shipments and Returns is one of the best double-page forms for reducing the labor and preventing errors in keeping account of grain shipments. Is a combined sales and shipping ledger, and provides spaces for complete detailed information regarding returns from each shipment. Contains 80 double pages of heavy linen ledger paper. Each page contains space for recording 29 shipments, the entire book accommodating 2,320 carloads. An 8-page index is bound in front. It is bound in heavy canvas with keratol corners. Order Form 14AA "Special." Regular price, \$3.50. One soiled copy for \$2.

Improved Railroad Claim Blanks require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment. Are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index, instructions and summary, with four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of your claim. Sells for \$2. Have few loosely bound and soiled, one at \$1. four at \$1.25 and two at \$1.50. Order 411-E (overcharge in freight or weight) "Special."

All prices are f. o. b. Chicago. Not returnable.

GRAIN & FEED JOURNALS Consolidated
332 South La Salle St. Chicago, Ill.

BUSINESS OPPORTUNITIES

IOWA—Custom Mill and Feed Business For Sale in good dairy and poultry section. Write J. S. Reinheimer, Marion, Iowa.

IOWA—An unusual opportunity to buy one or four line yards in northwestern part of state. Priced to sell. Handle grain, coal, lumber and implements. Address 67S5 Grain & Feed Journals Consolidated, Chicago, Ill.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

BUSINESS OPPORTUNITY WANTED

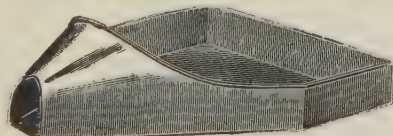
ELEVATOR, FEED MILL or FEED STORE wanted. Must be priced right for CASH and well located in good farming community. Write Ivor V. Davis, 1126 Moravia St., New Castle, Pa.

FLOUR MILL FOR SALE

CENTRAL INDIANA—150 bbl. flour mill for sale; running 12 to 18 hours per day. Water power; new and up-to-date machinery; hammermill; feed mixer; electric truck dump; new 20 ton scale. For sale cheap. Will consider terms. Write 67T8 Grain & Feed Journals, Chicago.

FEED MILL FOR SALE

ILLINOIS—An up-to-date Feed mill for sale with a modern residence adjoining. R. S. Freas, Milledgeville, Ill.

SAMPLE PANS

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, $2\frac{1}{2}$ x 12 x $16\frac{1}{2}$ ", \$2.00 at Chicago.
Seed Size, $1\frac{1}{2}$ x 9 x 11", \$1.65 at Chicago.

GRAIN & FEED JOURNALS CONSOLIDATED
332 So. La Salle St., Chicago, Ill.

GRAIN STORAGE FOR RENT

NORTH WEST IOWA—Storage for rent, 10,000 sq. ft. floor space. A real distributing point for flour, feed, seeds, salt, etc. Trucking service to surrounding territory. Served by three railroads. Also 50,000 bu. grain storage available. Transits established. Central Grain Corp., Sheldon, Iowa.

SITUATION WANTED

DESIRE POSITION as elevator manager in eastern or central Nebraska. Have had good experience. Best of references. Write 67U19 Grain & Feed Journals, Chicago, Ill.

EXPERIENCED Elevator Manager wants position as manager of elevator. Now manager of Englewood Co-op. Good references. Address E. R. Norton, Englewood, Kans.

HELP WANTED

EXPERIENCED MANAGER wanted for country elevator. Also, sell lumber, coal, building supplies. State full information, salary, references first letter. Only local N. Ill. men considered. Address 67R6, Grain & Feed Journals, Chicago, Ill.

OLD ESTABLISHED Manufacturer of Magnetic Separators wants two men in Indiana to sell to feed mills—commission basis. Would prefer someone already handling other line and calling on them. Address 67U16 Grain & Feed Journals, Chicago, Ill.

TWO THOROUGHLY EXPERIENCED and Capable country elevator managers wanted. We want men with first class references, and men who can handle not only grain, but all sidelines as well. Write 67U7 Grain & Feed Journals, Chicago, giving full details in first letter.

ENGINE FOR SALE

25-H.P. FAIRBANKS-MORSE Oil Engine for sale; A1 condition; also new 15-h.p. engine, in original crate. For particulars write, H. W. Middleton, Coshocton, Ohio.

SCALES WANTED

USED HOWE WAGON SCALE Wanted. Quote size, condition and price.—Farmers Elevator Co., Willow Lake, South Dakota.

AM IN MARKET for a good used Fairbanks-Morse or Howe 5 or 10-ton truck scale in good condition. E. N. Taylor, Algona, Iowa.

SCALES FOR SALE

FAIRBANKS AUTOMATIC Grain Scale for sale cheap, also one new 6-ton Howe Wagon Scale. Will trade. Can use cash register, small seed cleaner, grain cleaner, corn cracker or grader. W. Quackenbush, Independence, Wis.

Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ——— R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size $4\frac{1}{2}$ x $4\frac{3}{4}$ inches. Weight 11 ozs.

Order No. 89 SWC.

Price \$1.00 at Chicago.

Grain & Feed Journals CONSOLIDATED
332 So. La Salle St., Chicago

Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No..... to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size $5\frac{1}{2}$ x $8\frac{1}{2}$ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price, \$1.15, f. o. b. Chicago. Wt., 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.40, f. o. b. Chicago. Weight, 21 ozs.

Grain & Feed Journals Consolidated

332 So. La Salle St. Chicago, Ill.

KEEP POSTED

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St. Chicago

A consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

MACHINES FOR SALE

AIR-BLAST CAR LOADER, new, exceptionally low price. Write Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

BARGAINS—Truck Dump, Truck and Loading Scales, Feed Mill Mixer and Sheller all O. K. Freeland Farm Supply, West Point, Ind.

BATCH MIXERS. Any capacity. New Horizontal type. Write for details and prices. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Mo.

NEW AND SLIGHTLY USED Horizontal and Vertical Batch Mixers, both for motor and belt drive. At attractive prices. P. O. Box 5088, Gateway Station, Kansas City, Mo.

ALL KINDS OF MILL MACHINERY For Sale. 4 Stands B. & L. Cabinet Frame 9x18 Rolls Full Size—Price \$350.00. Anything you need. Jacob G. Mount, Box 544, Jackson, Tenn.

FOR QUICK DISPOSAL—Two No. 260 Eureka Double Row Magnetic Separators for sale, brand new, uncrated, manufactured by S. Howes Co., Silver Creek, N. Y. Will sell for \$125 each. Continental Rubber Works, Erie, Pa.

INTERNATIONAL 20-h.p. unit for sale, practically new. Also Western Electric power and light plant with nearly new batteries. We are connected with electric power line reason for selling. A. H. Wittry & Co., Maple Park, Ill.

FOR QUICK SALE

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

FOR QUICK SALE—One 24 inch Bauer Attrition Mill for sale with two 20-h.p. motors, direct connected, rebuilt and in good condition. Priced low. Address 67R10, Grain & Feed Journals Consolidated, Chicago, Ill.

NEW AND USED MACHINERY FOR SALE
Attrition Mills, 3 pair high Feed Mills, Driers, Bag Closing Machines, Steel Elevator legs complete with exception of belt for 24" belt. Richardson and Fairbanks Morse 1, 4, 8, and 15-bu. Automatic Scales, Pulleys, Shafting, Hangers and Belting. Write us for specifications and prices. **STANDARD MILL SUPPLY CO.**, 1307 Waldheim Bldg., Kansas City, Mo.

REAL BARGAINS

Prompt Attention. Quick Shipments.
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.

9 S. Clinton St., Chicago, Ill.

MACHINES WANTED

MACHINERY FOR 250 bbl. Mill wanted. Must be in A1 condition and priced right. Plansifter, Allis or Wolf preferred. Address Box 193, Stratford, Texas.

PORTABLE FEED GRINDER Hammer Mill wanted. State name of mill and engine, length of usage and full description. Quote lowest cash price. Address Box 38, Wakarusa, Ind.

WANTED

Hammer Mills, 9x30" and larger—Roller Mills, Automatic Scales, Feed and Flour Mixers, Grinders, Attrition Mills, 8x32" Reels, Feeders, Bleachers. Give price and full description. Address 63N14, Grain & Feed Journals, Chicago.

GOOD USED MACHINERY Wanted—1 Grain Receiving Separator, about 300 bu. per hour capacity; 1 Wheat Scourer and Polisher; 1 Cockle Reel; 1 pair 9x24 first Break Rolls; 1 Large Reel for Rebolting; 1 Mixing Reel; 1 50 bbl. Midget Mill; 1 5-10 lb. Flour Packer. Write 67U20 Grain & Feed Journals, Chicago.

SECOND HAND scales for sale of any make, size or price, always find ready buyers when represented in the "Scales for Sale" columns of **GRAIN & FEED JOURNALS Consolidated**.

RUBBER BELTING FOR SALE

RUBBER COVERED Elevator Belting for sale on account of over stock. These sizes strictly new belting offered at less than half regular prices—7 in. 4 ply per ft. 18c; 11 in. 5 ply per ft. 33c; 12 in. 4 ply per ft. 29c. Sample on request. Port Huron Machinery, Minneapolis, Minn.

MOTOR SERVICE

ELECTRIC MOTORS repaired, rented and sold. Independent Electric Machinery Co., 300 Southwest Blvd., Kansas City, Mo.

MOTORS FOR SALE**ELECTRICAL MACHINERY**

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

ELECTRIC MOTORS For Sale—Hundreds of "Rockford Rebuilt" machines, all makes, types and sizes available for immediate shipment. All thoroughly overhauled and reconditioned, fully covered by our "One Year Guarantee" against electrical or mechanical defects. Send for complete stock list.

BULLETIN NO. 38.

Sixty illustrated pages of motors, generators, transformers, etc., mailed free on request.

ROCKFORD POWER MACHINERY COMPANY
620 Sixth Street Rockford, Ill.

THE WANTED-FOR SALE DEPARTMENT of the Grain & Feed Journals is a market place where buyer and seller, employer and employe, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

Some Stubborn Goats Never Weary of
Bucking a Stone Wall

**Hedging by Dealing in Grain Futures**

By G. Wright Hoffman, Ph.D.

A subject of much interest to all handlers of grain; not a fragmentary discussion but a presentation of the subject in a comprehensive and scientific manner.

This book, bound in cloth, 141 pages, includes, besides an extensive bibliography, chapters on: The Development of Futures Trading and the Practice of Hedging; The Theory of Hedging; Limitations Affecting Hedging; The Extent of Hedging; Extension of the Principle of Hedging.

This is a valuable book and will be worth to you many times its cost.

Price \$2.00 f. o. b. Chicago

Grain & Feed Journals

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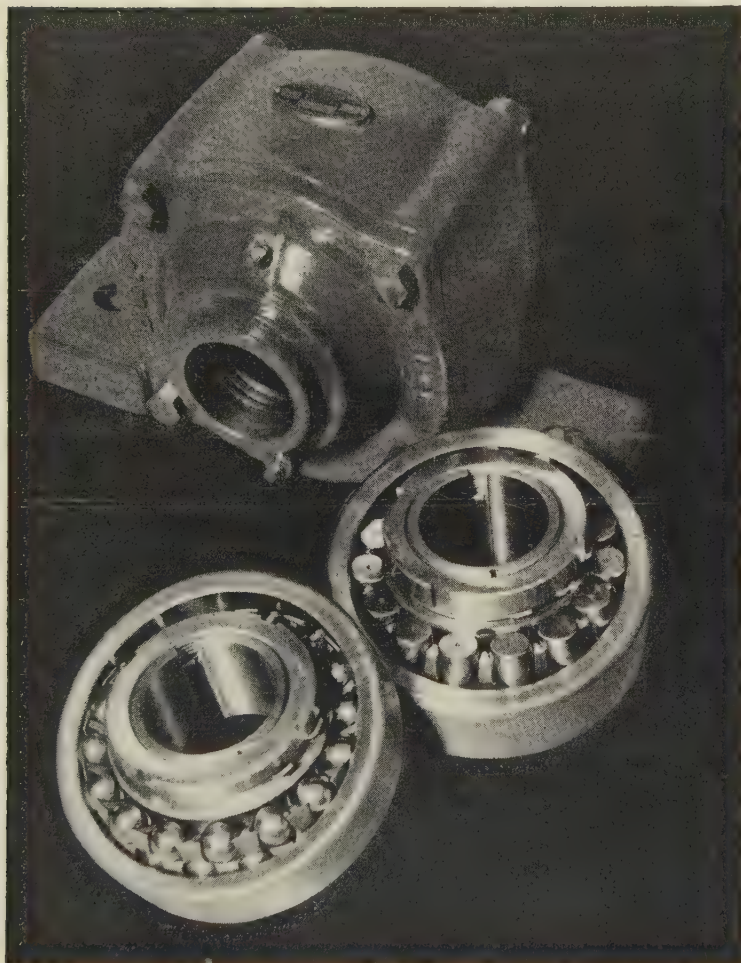
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From Sacramento (Calif.), Rec

"OBSCOLESCENCE IS A DISEASE"*

MODERNIZE NEW AND OLD EQUIPMENT WITH...SKF



SKF PILLOW BLOCKS CAN BE USED WITH SELF-ALIGNING BALL AND ROLLER BEARINGS AND RIGID TYPES

OBSCOLESCENCE is one of the underlying causes of inefficient, unprofitable industry. Modernization with its newer methods, faster speeds, greater output and stabilized profits, has definitely shown in many industries that old-type bearings cannot keep pace with the demands of the coming industrial era. SKF Ball and Roller Bearing Pillow Blocks are the answer to this new program for future business...speed—dependability—low cost operation.

SKF bearings and housings are finding a wide field of application not only on new equipment but also in the rapidly growing field of replacement. The SKF Universal Pillow Block shown is especially suitable for the varying and exacting requirements of numerous machine applications.

For the new jobs—for the old jobs—consider SKF Bearings and housings in modernizing machinery. SKF's can be easily applied and instantly bring the benefits of reduced friction, easier running and lower maintenance and other advantages known as SKF PERFORMANCE.

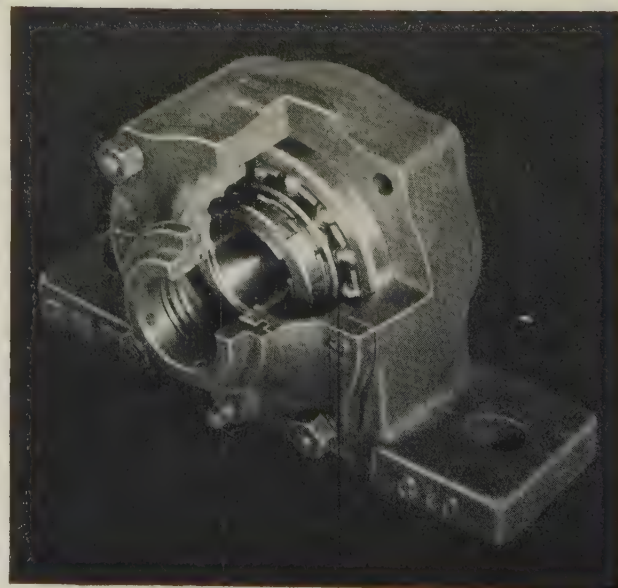
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**SKF INDUSTRIES, INC., 40 East 34th St.
NEW YORK, N. Y.**

**From an editorial in "THE BUSINESS WEEK"*

SKF

Ball and Roller Bearing Pillow Blocks



GRAIN & FEED JOURNALS

INCORPORATED

332 S. La Salle St., Chicago, Ill., U. S. A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898
AMERICAN ELEVATOR & GRAIN TRADE
Established 1882
THE GRAIN WORLD
Established 1928
PRICE CURRENT-GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth. Member A. B. C.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, OCTOBER 14, 1931

GRAIN DEALERS should make it clear to their farmer patrons that no entry fee is charged for samples to be exhibited at the International Grain and Hay show although over five hundred cash premiums are offered the winners, as is told elsewhere in this number.

FARMERS who borrowed money from the Government for seed are experiencing much difficulty in repaying their loans. So greater vigilance is needed on the part of the grain buyer because he must watch out not only for the usual liens and mortgages, but for the Governments lien on the crop for the money advanced for seed last spring.

THE FARM BOARD'S most efficient Stabilization Corp., which set out to peg the price of wheat around \$1.25 seems dissatisfied with new low record prices and each week finds a lower price established, much to the disgust of growers who maintain that wheat cannot be produced at present market prices. How the Farm Board has buncoed the producers.

VOLUME of business is sought so earnestly by some elevator operators, they lose sight of the margin needed to keep the sheriff away.

ONE OF the most encouraging factors for the grain merchants is the fact that many enterprising elevator owners continue to improve their facilities and to increase their grinding equipment that they may serve their communities more efficiently. The improvements made and contemplated as reported in each number of the Journal are most stimulating and we beg readers to keep us advised of contemplated changes.

HOW CROP REPORTS are made has always been more than a bewildering puzzle to the average grain merchant whose local conditions were widely at variance with the general conditions reflected by the monthly crop reports. The brief statement of the processes employed by the different crop report compilers is given in the proceedings of the Market Analysts Club published elsewhere in this number.

THE APPROACH of cold weather emphasizes the necessity of overhauling all heating equipment and inspecting flues, chimneys and roofs so as to minimize the hazards of hot fires. Many grain elevator offices and some grain elevators are sacrificed each year to the improper installation of chimneys, pipes and stove connections. Chimney supports built of wood or other combustible material should not be tolerated as cracks are likely to develop in the chimney and result in supports catching fire when the elevator manager is out.

DUST explosions in country and terminal elevators are prompting owners and operators to give more serious consideration to the correction of this hazard and in many old, as well as new houses, we find equipment now being installed primarily for the purpose of keeping down or removing the dust with a view to reducing the danger to life and property from grain dust explosions. The hazard can be corrected and it is most encouraging that elevator engineers and owners should apply themselves to its correction.

ALL GRAIN elevator owners and operators will be especially interested in the resolutions adopted by the Illinois Farmers Grain Elevator Ass'n which are published elsewhere in this number. The Farm Board's subsidiaries have been so arbitrary in demanding complete control of all co-operative elevators that this revulsion on the part of Illinois farmers is but the natural resentment of farmers who cherish the right to manage their own property as suits their own interest and wishes. The racketeers who are trying to run the Farmers Nat'l Grain Corp., which is financed by the Government, seem determined to rule all of the farmers elevators or ruin them. The publication of these resolutions in local newspapers should help to open the eyes of all farmers to the bulldozing tactics now being pursued by the Grain Corporation.

FEED MERCHANTS who experience much difficulty in determining the quality and value of different ingredients mixed in their feeds will be deeply interested in the employment of a Standard Committee by the Feed Dealers Ass'n of Washington. The members of this organization fully recognize the inability of the average member to determine the feeding value of different ingredients, so they are attempting to establish standards which will assist all in a selection of feedstuffs better suited to the needs of their patrons. This should result in a more intelligent discrimination in favor of desirable products and help the members better to serve their patrons.

SINCE the Farm Board began selling wheat at a sacrifice and in barter it has been evident the purpose is to throw wheat overboard and concentrate on cotton relief. In confirmation we have the news Oct. 13 that the Farm Board Chairman, the cotton co-operatives and the bankers in a joint meeting at New Orleans agreed to hold 7,000,000 bales of cotton off the market indefinitely. That sane men should continue the futile holding policy in the light of what happened to valorized rubber, down from \$1.20 to 5 cents, coffee from 32 cents to 5 cents and sugar from 5 cents to 1 cent, is past belief. It is on a par with the intelligence of the man who unwisely took a bear by the tail and can't let go.

THE DEMAND that sales of corn be stopped in the three states of Iowa, Illinois and Indiana voiced at a big gathering of farmers at Decatur recently is expressive of the desperation with which a drowning man grasps at a straw. Their request that grain buyers stop buying corn can hardly be granted, much as the grain men sympathize with any steps toward obtaining better prices for their farmer patrons. Whatever moral suasion or force the farmers intend to exercise should be employed in dissuading fellow corn growers from hauling to market. Any attempt to employ violence such as tipping over milk trucks near St. Louis or night-riding in Kentucky is to be deplored. Corn growers can depend upon the hearty co-operation of the grain dealers in every lawful way.

RECEIVERSHIP suits by two members against the Kansas Pool disclose that members have been paid less than the sale price of their wheat. It is likely that the books of the Pool will be brot into court, and for the first time prove to the satisfaction of a court, what grain dealers have known all along, that Pools can not pay as much for grain as do the regular dealers. That the enterprises promoted by the sage of Oronoque in years past failed to pay creditors might have been expected, but it is astonishing that the pipe line to the public treasury controlled by the head of the Farmers National should be inadequate to settle accounts for all its subsidiaries. It will shock those who have hastened to join the Farm Board's subsidiaries to learn that Uncle Sam's resources are not equal to the strain.

COLLECTION of drafts still needs safeguarding as bank failures continue in widely separated parts of the country. In the east, especially, in the consuming sections, where hitherto bank failures have been comparatively few, caution should be observed, at least until the pool now being organized comes to the rescue of the banks in that part of the country.

BEWARE of the freight auditing company that "guarantees" to return \$235 on a bunch of freight bills after getting the shipper's \$17.50 as a retainer fee. Close examination of the fine print in the contract reveals that the shipper agrees to pay 50 per cent of the amount recovered and that there is no time limit set for the recovery of the amount promised the shipper.

THE EQUALIZATION FEE demanded by the executive com'ite of the American Farm Bureau Federation at its meeting last month has small prospect of being enacted into law. This demand was used successfully in wheedling the Marketing Act from the administration; and the farm agitators no doubt plan to use it again as a club to get further concessions from the leading political parties. With a deficit of over a billion dollars the federal revenues can bear no such drain in customs duties.

THE CARRYING charges on Brazil's surplus stocks of coffee are becoming so burdensome, the Government has arranged an internal loan to finance the destruction of surplus stocks at interior points. This destruction is planned in hope of securing a better price for the surplus stocks of old coffee which have long been carried in warehouses at seaports in different parts of the world. The Government's artificial stimulation will still be utilized to increase production. The politicians seem unable to recognize the working of economic laws even though they are given ample proof of their inability to ignore the law of supply and demand.

CASH WHEAT handlers everywhere will be interested in the proposed technical changes in the grain grading rules. Producers and handlers of grain are helped most by standard grades when they are familiar with the requirements of those grades. The frequent changing of the rules governing the classifying of grain destroys the value of the rules to those directly interested in the efficient marketing of the grain and the oftener changes are made, the more will the unposted suffer. To start with, we should have a rigid law prohibiting any changes in any grade during the movement of a crop. If changes must be made, then they should be made after the crop has been marketed. To change the rules governing the grading of any grain in the midst of the movement of the crop, bewilders all interested and unnecessarily destroys values. The sooner the political meddlers recognize the necessity of confining all changes to the movement of the next crop, the less will the growers and the handlers suffer from their impractical meddling.

BEWARE of approaching legislation authorizing county agents the country over to engage in whatever mercantile endeavor suits their individual pleasures, or that of their political patriarchs, warn the leaders of the Eastern Federation of Feed Merchants in convention assembled recently. Politics has a fiendish craving for subsidizing Government enterprises, with taxpayers' money, informants advise of commercial activities of county agents interfering with legitimate private business. It is up to every grain man to lead the fight against encroaching bureaucracy through his state and national associations.

SMUT in wheat shows an alarming increase this year at points as widely separated as Baltimore and the Pacific Northwest. Grain inspectors report also that a large percentage of wheat is grading smutty at Enid, Fort Worth and Amarillo; and since it is axiomatic that the more there is of any kind of a commodity the cheaper it sells buyers must apply the usual corrective of discounting such wheat heavily in self-protection. As wheat seeding will continue until early November in some localities dealers will help their farmer patrons by calling their attention to the approved method of treating seed wheat for smut as explained fully on pages 274 and 275 of the Journals for Sept. 9.

Speculating in Cash Wheat

A South Dakota farmer, who stored wheat in an elevator at Aberdeen for seven years hoping to obtain a satisfactory price, is a bright and shining example of the ridiculous in the speculative world.

Many persons throughout the land who are strangers in trading in any commodity for future delivery, do not hesitate to buy and hold real estate or other commodities in the hope of gain. Of course, they would not think of "gambling" in a futures market; speculating in a real commodity is quite different to them.

The producer or the dealer who holds cash grain from one crop year to another would be far better off to speculate in futures because he avoids many of the hazards of ownership directly attached to holding the cash article. The South Dakota farmer who held wheat in an elevator for seven years, should have been charged more than the value of his wheat in storage and insurance, and been called upon to pay for turning the grain several times a year in order to maintain its condition.

Shrinkage of wheat due to evaporation and abrasion often effects a material reduction in volume. Then, too, the quantity may be reduced by thieves, rats and mice, so that the stubborn speculator who insists on holding the actual commodity is quite sure to rue his bullish practices, even though the market does go up. If you must conduct long winded speculations, then be content with the opportunities offered by the distant futures delivery in any well organized market.

Congress Will Be Glad to Let Go of the Bear

It is most amazing to contemplate the many wild schemes devised by vote chasers for pretending to boost the price of farm products. Everyone understanding the farmer's plight deeply sympathizes with him, and hopes that prices may advance even though they, as consumers, are called upon to pay a higher price. Economists, generally, however, are convinced that all of these artificial influences for higher prices are in vain. So long as the supply of any commodity is greatly in excess of the world's consuming power, any artificial boosting of the price of that commodity is sure to stimulate a still further increase in production, and prolong the depression in the market for that commodity.

Any grain merchant familiar with the influence of the Farm Board's price pegging program will readily recognize that our present depression in the wheat and cotton markets is due solely to the artificial stimulation of that price pegging practice on the wheat producers. Instead of helping the wheat growers of this land, the Farm Board's bungling tactics has worked a greater injury to the farmers than any other influence in the market for the past fifty years.

The "Hold Your Wheat" advice first issued by the Farm Board two years ago inaugurated the Farm Board's campaign of destruction, and then the bunglers indiscreetly followed this costly mistake with a price pegging campaign that has cost the farmers of the land many millions of dollars. The holding of the large surplus wheat and cotton stocks accumulated by the Grain Stabilization Corporation has depressed the market for many months, and will continue to depress the markets until the surpluses are destroyed or distributed to actual consumers.

Had the Farm Board been specifically directed by the legislators to destroy both the farmer's wheat and cotton markets and to ruin to producers of these commodities, the racketeers in charge of the revolving fund could not have done the farmers more harm. Sad to relate the end is not yet in sight.

Fortunately the far seeing farmers of the land are beginning to recognize the real cause of their suffering, and they are going after the politicians who thrust this destructive campaign upon them with sharp prongs. While it may be that some of the politicians responsible for the Grain Marketing Act may have honestly believed the act would prove of real help to farmers, there is no excuse for their continuing to believe any farmer has been benefited by the ridiculous blunders of the Farm Board appointed under the act.

The farmer's market has almost been destroyed, so that his receipts from his products are so meagre he has no buying power, and will have none until the Farm Board's surplus stocks cease to depress market prices. The grain dealers of the land owe it

to their farmer patrons to enlighten all members of Congress as to the full extent of the injury done their farmer friends back home. While throwing the Farm Board, its wheat surplus and its cotton surplus all into the ocean together would be a very expensive operation, nothing else could prove of greater benefit to the growers of the land than this jettison of our depressing cargo.

An Urgent Need of Depressed Business

Each number of the Journal reflects much unnecessary activity on the part of government officials in regulating, restricting and placing many limitations on business. This applies not only to the grain and feed business but to many others, and sad to relate, the principal result from all this regulatory legislation is to provide employment for an army of lazy bureaucrats who greatly increase the difficulties of conducting an honest business as well as the expense of conducting business.

All of this interference increases the cost of marketing merchandise and manufacturers and dealers in order to steer clear of the Sheriff must pass these costs on to the consumer. All that is needed is one simple law requiring merchants and manufacturers to mark plainly each package of goods delivered and to give damages for any misrepresentation to buyers as well as costs of collecting these damages. Under such a law dishonest merchants would avoid misrepresenting their goods and the buyer would be relieved of some of the responsibility for maintaining a guard against fraud and misrepresentation.

When all contracts for the sale and purchase of commodities are clearly expressed by an exchange of written confirmations, both parties give convincing evidence of their desire and intent to deal fairly with the other, and neither is in need of any assistance from any governmental department to complete that contract. One of the greatest deterrents to business revival is a lot of unnecessary red tape regulations instituted by government departments solely for the purpose of increasing the civil list and without any practical benefits to either buyers or sellers. The country needs not only permanent relief from government competition in business, but also permanent relief from over regulation of business.

SHIPPERS AND MANUFACTURERS who have already reduced wages, in all fairness should not be asked to pay increased freight rates while the railroads perpetuate the 1929 level of wages themselves. With the cost of living down 25 per cent the rail employes can stand a 15 per cent reduction better than the producers can stand a 15 per cent increase. The freight rates are so high and prices so low that already mills are burning bran in Colorado and lambs are offered at 1 cent per pound on Western ranches.

Terms of Farm Board's Chinese Wheat Contract

Disclosure of the Farm Board's terms was forced by the Chinese Government's intention to publish the agreement. The contract provides as follows:

The Grain Stabilization Corporation with the approval of the Federal Farm Board agrees to sell and the National Government agrees to buy 450,000 short tons of No. 2 western white wheat, to be loaded in bulk, F.O.B. United States Pacific coast ports.

The seller reserves the right of furnishing not more than one-half of the above quantity in the form of flour at a comparable price.

Deliveries to the buyer will be made by the seller tendering wheat to the United States Pacific coast ports to be determined by the seller and in accordance with the following schedule: 90,000 tons during the remainder of September and during October; 75,000 tons monthly during November to February, inclusive; and 60,000 tons during March.

The date of delivery during the respective months will be at the option of the buyer. The buyer will give the seller five days' notice before tendering each vessel.

The price for each shipment will be the current market price on the day of issue of ocean Bs/L F.O.B. at the port of loading.

The buyer will pay for the wheat and/or flour tendered by delivering to the designated agent of the seller, obligations of the Chinese National Government bearing the same date as that of the ocean Bs/L covering each shipment. Such obligations shall be payable both as to principal and interest at New York in United States gold dollars. The obligations will bear interest at the rate of 4 per cent per annum, payable on June 30 and Dec. 31 of each year, and one-third thereof shall mature Dec. 31, 1934, one-third thereof shall mature Dec. 31, 1935, and one-third thereof shall mature Dec. 31, 1936.

Asks Receiver for Kansas Pool

Ralph W. Gardiner, of Ashland, Kan., thru attorneys Kagey & Black of Wichita, on Sept. 24 petitioned the Sedgwick County district court to appoint a receiver for the Kansas Co-operative Wheat Marketing Ass'n.

Gardiner charges that the Pool is insolvent, that it owes \$200,000 more than its assets and that it could not exist but for money borrowed from the Federal Farm Board. Gardiner delivered all of his wheat, 47,034 bus. to the Pool in July, on the daily pool plan.

On July 15, 1930, he sold 10,000 bus. for \$6,700; on December 31, 1930, 9,202 bus. for \$6,323.36 and on the same date 17,831 bus. for \$12,482.28. All sales were on the basis of the Kansas City market except the sale in July.

The total sale price for all the wheat was \$32,639.16, but Gardiner declares that he only received \$23,427.07.

At the time Gardiner delivered the wheat in July, 1930, the market net value for the wheat was \$32,923.80, the petition says. At the time of the actual sale of the wheat in December, 1930, the actual market value was \$20,350.65. Thru membership in the association, Gardiner declares, he suffered a loss of \$3,623.58.

Had he not been a member of the association he could have sold his wheat on the date of delivery for a total of \$32,923.80. Therefore he charges he was further damaged in the sum of \$4,773.15.

W. J. Wickham of Dighton, Kan., has filed suit thru the same attorneys, on Oct. 1, charging that he joined the seasonal Pool in 1929, and received but 81½¢ for his wheat while other members of the Pool received 96½¢.

He further claims that he was forced to remain in the 1930 pool and sell his wheat because he did not get his returns on his 1929 wheat until June, 1930, and that as a result of his being forced to remain in the pool, he sold more than 9,000 bus. of his wheat in 1930 thru the pool and at a loss of 7¢ per bushel.

Farmer Stored Wheat in Elevator Seven Years

The New Aberdeen Equity Exchange sold barley to Will Heller, at Aberdeen, S. D., but Heller did not pay for the grain.

On Jan. 13, 1920, Heller hauled to the elevator certain wheat for which he received weight tickets. More than seven years later in May, 1927, Heller presented his weight tickets to the Exchange and asked that the Exchange sell the wheat and after taking out the price of the barley, pay him the balance. The Exchange refused to sell the wheat, but instead brot suit against Heller for the price.

Heller's defense was that it was the duty of the elevator company under the law to buy his wheat, and the lower court decided in his favor. This decision was reversed July 27, 1931, by the Supreme Court of South Dakota, declaring that

The public warehouse statutes do not obligate the warehouseman to purchase the grain deposited thereunder. The provisions of the statute with regard to the obligation or duty of the warehouseman are explicit. Section 9754 (Rev. Code 1919) provides: "On the return of any warehouse receipt properly indorsed and the tender of all proper charges upon the property represented by it, such grain, or an equal quantity of the same grade and kind, shall be immediately delivered to the holder of such receipt as rapidly as due diligence, care and prudence will justify." It is apparent from the reading of the statute that there is no obligation placed upon the warehouse to purchase any grain deposited with it under the provisions of this law. In the recent case of Dahl v. Winter-Truesdell-Diercks Co., 237 N. W. 202, the Supreme Court of North Dakota held that the elevator was under no obligation to purchase grain deposited under the provisions of the public warehouse law. This court in the case of National Bank of Wheaton v. Elkins, 37 S. D. 479, 159 N. W. 60, 62, said: "It is undoubtedly true that under the provisions of the warehouse law (Pol. Code, § 488), where warehouse receipts are given for stored grain, the holder of the receipts may not require the restoration of the identical grain, but only grain of the same amount, kind, and quality." In the case of State v. Farmers' Elevator Co., 59 N. D. 679, 231 N. W. 725, 727, the North Dakota court said, speaking of storage tickets issued under the provisions of the North Dakota warehouse law: "Under the terms of the storage contract, the plaintiff is not required to sell nor was the defendant elevator company required to buy." See also Dammann v. Schibsy Implement Co., 30 N. D. 15, 151 N. W. 985.

There being no obligation on the part of the warehouse to purchase the wheat deposited with it by the defendant in 1920, it follows that the plaintiff, under the facts here presented, was in no manner indebted to the defendant, and the evidence for this reason is insufficient to justify the judgment. —237 N. W. Rep. 777.

The Buckwheat Millers & Shippers Ass'n at a recent meeting at Elmira, N. Y., elected Geo. V. Dayton, Towanda, Pa., pres.; and P. G. Schumacher, Cohocton, N. Y., sec'y.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

R. I. 155586 going east thru Bucklin, Kan., Oct. 3, was leaking wheat at both door posts, right door from brake end.—S. A. Nease, C. D. Jennings Grain Co.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Does Feed Bill Come Ahead of Landlord's Lien?

Grain & Feed Journals: A customer of ours purchased corn of us to feed his hogs. In payment he gave us a check that was protested when we cashed it.

The same man bought some soy beans from us to plant for hay. Can we attach this hay or anything else if the landlord has a lien on this crop for his rent? Can we attach the hogs for the feed?—A. B. Puterbaugh Grain Co., Milledgeville, Ill.

Ans.: Illinois laws give no liens for feed and seed and the creditor must bring suit, get judgment and levy as in any other case of debt.

The landlord's lien comes first if the buyer of the crop knew or ought to have known that it was covered by lien.

County Agent Exceeding Authority?

Grain & Feed Journals: Is it permissible for a county agent to maintain lists of buyers and sellers of feeds for the use of farmers of his county? What are the duties of the county agent in the line of supplying feeds to farmers?—McMahon Co., Rapid City, S. D.

Ans.: The county agent is a teacher and not a merchandiser of anything. His status is that of a professor in a college, of which institution the county agent is an extension. In this way the instructions of the colleges are brot to individuals in the country who can not attend the colleges. According to the sec'y of agriculture the county agents "may not engage in commercial activities, manage co-operative business enterprises or act as business agents."

If any county agent is overstepping his limitations his commercial activities should be called to the attention of C. W. Warburton, director of extension, U. S. Dept. of Agriculture, Washington, D. C.

Maintaining lists of feed dealers would fall under commercial and not teaching activities.

Bond for Release of Shipment?

Grain & Feed Journals: The B/L for a shipment of a machine was lost after it had been obtained from the bank by payment of sight draft; and the railroad station agent asked for a certified check for 125% of value of machine, which I gave and got the machine, valued at \$171. Now the railroad company asks for a bond to 200% of value of machine, perpetually binding all heirs and successors, a blank form attached provides for notification of the company during the life of bond if your assets are less than amount of bond. Can the railroad company demand a bond so severe when the manufacturer and bank both have given me written release from any further liability?—G. F. Pereboom, mgr. Farmers Exchange, Goltry, Okla.

Ans.: As long as the shipper's order B/L is outstanding the railroad company is liable to any lawful holder thereof, and the bond is its method of protecting itself while facilitating the shipper's business.

Many of the larger companies receiving shipments have given the railroad a blanket bond and thereafter handle arriving carloads in a free and easy way irrespective of the arrival of delayed documents.

Under the circumstances, the seller of the machine and the bank both being satisfied, there is hardly any liability attached to the bond, which merely covers a technical point of law requiring the surrender of B/L before delivery of shipment. Therefore it is advisable to comply with the request of the railroad company by giving bond and obtaining the return and cancellation of the certified check.

Decision on Clear Record Cars?

Grain & Feed Journals: We understand that the Beacon Milling Co., Cayuga, N. Y., has obtained a decision in the New York Supreme Court for loss in weight on clear record cars. Should you be able to give me references to the case will be glad to send for copies of the decision.—Henry L. Goemann, chairman Transportation Com'te, Grain and Feed Dealers National Ass'n, Mansfield, O.

Ans.: The decision does not afford a good precedent because it was not by the court of last resort, the Appellate Court of New York State, but one by the so-called "Supreme Court" of Cayuga County, New York. The Beacon Milling Co. got judgment against the New York Central Railroad Co. for loss of grain on a shipment of 11 cars from Buffalo to Cayuga.

The weight of grain was typewritten on the B/L by the employee of the railroad company, which had a man representing it at the weighing and two men superintending the loading of the grain into the cars. The jury found that the Beacon Milling Co. did not receive the amount of wheat called for by the B/L.

The suit was reported in the Grain & Feed Journals Nov. 12, 1930, page 599; and the citation is to 244 N. Y. Supp. 573.

Even tho the car did have a "clear record" so far as the railroad was concerned, it proves nothing. If the railroad gives the shipper a B/L for a specified amount of grain, it is liable for delivery of the full amount at destination; and railroad lawyers do not attempt to use "clear record" as a defense in the courts. The courts would not recognize it as a defense, because under the common law, carriers must deliver at destination all they receive. The mythical "clear record" is an invention of the claim agents designed primarily to bluff shippers who are weak hearted or have defective evidence to support their claims.

The Federal Land Banks?

Grain & Feed Journals: Can you give me some definite information as to who really owns and controls the "Federal Land Bank." Many of our farmers here who have made loans with that concern believe that they are dealing directly with the government, and cannot see at this time why that concern should be so terribly hard boiled and ruthless about collections, when everyone knows and can easily see after one year of half crops and no prices followed by another year of absolutely no crop at all, has put many farmers in a position where they simply cannot pay. The government is blamed for lots of things, one way and another, but I know that the government has no real voice in the policy of this concern.

I would like to publish an article about it for the benefit of my readers, but have not sufficient accurate information to write it. Anything you may have along this line will be very welcome.—J. S. Cox, Berthold Tribune, Berthold, N. D.

Ans.: It was in 1916 that the Federal Farm Loan Act was passed, under which two classes of banks were established, both operating under the supervision of the Federal government, which, however, has side-stepped financial responsibility. In the one class are the 12 Federal Land Banks, and in 1923 an amendment was passed giving the Federal Farm Loan Board at least as much control over the Federal Land Bank directors as that of the local ass'ns. In the other class are the joint stock land banks, privately organized and managed. There have been about 70 joint stock land banks. The Federal Land Banks have loaned over a billion dollars and the joint stock land banks nearly a billion. These loans have been instrumental in bringing into production much

land that has contributed to the present distress of agriculture by such artificial stimulus.

The Federal Land Banks get their capital by the sale of tax-exempt bonds in denominations from \$40 to \$1,000, which are not an obligation of the government but are secured by the farm mortgages. Every one of the 12 banks in different parts of the country is liable for the bonds issued by the other 11 banks. Having no recourse on the government the land banks have to be hard-boiled in collecting, on the very liberal terms of interest and long time repayment in 35 years.

The joint stock land banks are farther removed from federal responsibility. Several have gone into bankruptcy causing heavy loss to investors in their bonds, who supposed the government was back of them.

Any group of 10 or more farmers desiring loans may organize a national farm loan ass'n to obtain loans thru the Federal Land Banks, and about 5,000 have been so organized, and the value of the land is finally passed upon by special land bank appraisers appointed by the Federal Farm Loan Board.

Instead of being organized by the farmers the joint stock land banks are organized by lenders, and none of the banks is liable for the bonds or capital stock of the other banks. Ten or more persons may organize a joint stock land bank. In a time of depression they have no recourse on the government, and if unable to force repayment of loans the loss must fall on stock and bondholders.

Advance Made Prior to Landlord's Lien Notice?

Grain & Feed Journals: The 1930 crop of corn has been sold by tenant, corn shipped out, and the proceeds are in the hands of the elevator. Landlord refused to settle with elevator basis of deduction \$140 advanced

New President of Minneapolis Chamber

During his service as a director of the Chamber of Commerce at Minneapolis for the past seven years H. G. Dickey, who was elected pres. of the Chamber Oct. 2, has so familiarized himself with the working of the organization that an efficient administration of its affairs the coming year can be counted upon.

Mr. Dickey has been actively associated with the Peavey interests for 41 years. He is president of the Peavey Co., and vice pres. of the Monarch Elevator Co., which is a subsidiary of F. H. Peavey & Co.



H. G. Dickey, Minneapolis, Pres. Elect Chamber of Commerce

to the tenant before he served his cash rent notice, claiming that he did not have to notify the elevator in regard to the unpaid cash rent. In the year of 1929 all the proceeds from the small grain crop were paid direct to the tenant without any interference from the landlord, and the cash rent was paid out of the returns from the corn direct to the landlord with the instructions from the tenant to deliver the said payment. The landlord, however, had served no notice at this time for his cash rent protection. Attorney for the landlord has advised me not to settle for the corn until further notice. However, the landlord has stated that he would start suit to recover the \$140. Should I withhold the payment for the corn and defend the suit?—Chas. E. Gallagher, Meriden, Ill.

Ans.: If the grain buyer knew or had knowledge of facts putting him on inquiry no notice of lien from landlord is necessary. To hold the advance payment it must appear that the buyer did not know the seller was a tenant. In this case the buyer knew the seller was a tenant, for he had paid the cash rent to the landlord the preceding year on instructions from the tenant. After satisfying the landlord's claim the buyer must look to the tenant for reimbursement.

Oats Improve Poultry Production

Grain & Feed Journals: In your last issue under "Poultry Feeds and Feeding," we note an experiment on ground oats has increased egg production. Can you give us complete data?—J. E. Rogers, Inc., Houston, Tex.

This referred to information by C. Kennard in Ohio Experiment Station bimonthly bulletin for Sept.-Oct., 1930, in which he says:

Tests were conducted with 12 groups each of 50 White Leghorn pullets, which were confined indoors, trapnested, and each pullet weighed monthly. The all-mash method of feeding was used.

In all the tests the 9 groups of pullets which received rations with 20% of the corn replaced by good quality, heavy oats laid somewhat better than the three control groups without oats.

Based on the average of the two completed tests, the groups of pullets which received the oats rations laid 15% more eggs than those which did not receive oats. The feed consumption was 10% more in the case of the oats ration, which may be accounted for by the increased egg production secured from these rations and the indigestible fibre carried by the oats, altho the groups receiving hulled oats ate slightly less and laid more eggs than the control groups without oats.

The average weight of birds that received the oats rations in which 20% of the corn was replaced by oats was 3% more than the others.

While tests in question were consistently in favor of oats where used to replace 20% of the yellow corn in all-mash rations containing 70% corn, it should be emphasized that even the oats rations carried 50% corn. . . . A good quality of heavy oats, about 35 lbs. per bu., were used.

Bulk handling of grain is being considered by the state government of West Australia, at a cost of \$5,000,000, the country elevators to be built of wood.

The Farm Board has done more than any other agency in business or government to destroy confidence in values, disrupt the orderly processes of business, break down our foreign grain markets and alienate the good will of our customers. Its record is one long list of bungles and errors, which has cost a mint of money. No line of activity even distantly connected with agriculture but has suffered from its wretched maneuvers.—J. N. Campbell, Omaha.

Quiet Minds.—Quiet minds can not be perplexed or frightened, but go on in fortune or misfortune at their own private pace, like a clock during a thunder-storm.—Robert Louis Stevenson.

Government in Business Attacked by Former Senator Reed

While in Chicago recently former Senator James A. Reed of Missouri, vigorously assailed the policy of the government in engaging in business in competition with its citizens. He said:

"The operation in wheat has been the most foolish government experiment in a hundred years. It is responsible for the depression in wheat prices.

"If an individual entered the market saying he intended to buy immense quantities and dump them any moment do you suppose anybody would be willing to buy wheat? It spreads over the world because when the market drops here it drops everywhere.

"Any man who thinks that the price of wheat can be controlled for two seasons to keep up the price simply doesn't know wheat. It is grown everywhere. When they fix the price of wheat higher than the value of other farm products farmers will raise a surplus next season that will break every market. Government interference has impaired the free open market. Grain dealers are afraid to buy; so are the millers."

Against Government in Business

In an address last week before the American Bar Ass'n Governor Albert C. Ritchie of Maryland discussed the question of public ownership. The following paragraphs are taken from his speech:

The American idea of governmental sovereignty is to define and limit governmental powers. It leaves the individual as free as possible to work out his own destiny. It protects him in his rights and his property. It does not permit the Government, in the name of the people, to absorb business or undertake enterprises beyond the legitimate needs of public administration. Our detours from this principle are already too many.

Indeed, I would like to see all Government-owned projects subjected to a simple test. Regard them as if they had to stand on their own feet, as if they had to keep their books as privately owned enterprises of like character must keep theirs, and pay taxes on the same basis. Regard them as if the National, State or municipal credit was not behind them, and as if their charges and losses could not be buried in general Government accounts. Do that, and I venture to say that nearly all will show operating deficits.

The Yellow Hard Wheat Controversy

Yellow hard wheat was eliminated as being deliverable on futures contracts at Chicago on the instigation of the Sec'y of Agriculture, without the customary hearings usually attending such important changes. This move was made to create a buyers' market in Chicago. Sec'y Hyde apparently believing that by diminishing the number of grades and kinds of wheat deliverable, the price on other kinds of wheat would be increased. The Chicago Board of Trade, wishing to assist Mr. Hyde, inaugurated the change without a word of protest.

But this is what happened: The mills have been reaping the advantage, as usual, and have been buying all the yellow wheat at varying discounts. Thus this effort to cooperate with the U. S. D. A. proved most costly to the growers of yellow hard wheat.

A com'ite from the Chicago Board of Trade has just returned from having a conference with the dept. officials in charge of grading at Washington, D. C. John Brennan, Lewis Sayre and Wm. H. McDonald comprised the representatives pleading for

the complete elimination of "Yellow Hard" from their classification of wheat grades deliverable on contract. This move would permit delivery thereof, throwing "Yellow Hard" into the "Hard" classification where it belongs.

Defects in Iowa Plan to Hold Corn

Dr. A. G. Black, head of the agricultural economics section of the Iowa State College at Ames, does not believe the proposal of Iowa farmers to hold their corn until the price rises to 60 cents a bushel will work. He says:

The chief trouble with the credit part of the program is the amount of time it would take to get the credit associations set up and going.

Two other difficulties present themselves. The movement might lack the support of enough farmers to carry it through.

A final difficulty concerns whether the program would work even if all operating problems were solved and the plan were put into effect. Suppose quantities of corn were withheld during the coming winter. It would have to be sold eventually, either next summer or during the following crop year. If it were sold next summer, it would be as much of a burden on the market then as it is now, for corn is not dumped on the market at harvest time, as wheat is.

A Gamble Against Big Odds.—One might make a few cents a bushel by holding for a normal seasonal price rise, but holding for 60 cents when the winter price at Iowa farms is below 25 cents is gambling against big odds that there will be a sudden return to business prosperity.

Some propose, however, to hold the corn clear over to the next crop year. This would be sound procedure if we could count on next year's corn crop being substantially smaller than this year's. Actually, this year's crop is about average in size, and next year's crop is as likely to be large as it is to be small. Corn withheld from this year's crop might prove to be as much of a burden on next year's corn prices as the present holdings of Farm Board wheat and cotton are accused of being upon present wheat and cotton prices.

Grain Grading Structure Threatened With More Complications

Unable to influence grain prices with any amount of subsidization or stabilization, the U. S. Department of Agriculture has reverted back to the old stunt of the school boy with a poor report card of meddling with his grades.

Messrs. Hyslop and Parker, one of them a college professor, toured the country in disguise, feigning to be interested in some phase of some warehousing problem, only to return after the pleasant sight-seeing trip with a suit-case of impractical panaceas for an assortment of imaginary ailments.

"Bright," according to Webster, is more applicable to school boys, new Fords and other shiny objects than it is to wheat, but before long Messrs. Hyslop and Parker will corroborate their wandering thoughts in the form of a new text book for the nursery in which "Bright wheat," "slightly bright wheat," "not very bright wheat," "shady wheat," "not bright at all wheat," will possibly be new subdivisions of the rules.

Misguided as they are, their proposed program would NOT establish premiums on wheat—which they would have graded in the future, as "bright," "dim," "parking," and other degrees of brightness, but, as in the case of yellow hard wheat, the millers would be handed another silver spoon and would discount perfectly good wheat because it didn't have the luster of Valspar enamel.

Someday soon, when the business interests of the country all join hands and take over the regulation of their own households, even down to the fine points of spanking Johnnies such outgrowths of bureaucracy will be only history.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

First Car of New Corn

Grain & Feed Journals Consolidated: We wish to report that we handled the first car of new corn in Cedar Rapids today, car R. I. No. 42604 shipped on consignment from the Burt Grain Co. at Clarion, Ia. Same graded No. 4 yellow, 19.4 per cent moisture, and 51.8 lb. test.—Very truly, North Iowa Grain Co., by E. L. Hansen, Cedar Rapids, Ia.

Farmers Disgusted with Farm Board

Grain & Feed Journals: When I came here last year there were 175 farmers in this section who had joined the Wheat Pool or the West Central. Today not a single man in this territory will ship a bushel of grain to it.

We are all interested in getting the Farm Board out of business.—E. Stockham, pres. Hemingford Grain & Oil Co., Hemingford, Neb.

Retail Merchants Should Help Farmers

Grain & Feed Journals: In your Sept. 9 issue I notice an article captioned "Retail Merchants Should Help Farmers."

If you want really to help the farmer start a campaign to get the wholesale hardware firms to lower the costs of farm implements and building material.

The farmer has to sell his produce at the lowest level in history. His hardware is almost at the highest price in history. I even hear that retail hardware stores are advising farmers that galvanized roofing is on the eve of an advance. This is helping to ruin the farmer. Why not start at the manufacturer and the wholesaler and the retail merchants will quickly follow.—Thos. Motlow, pres. Farmers Bank, Lynchburg, Tenn.

An Investment in the Grain Business as Good as Any

Grain & Feed Journals: The writer and son Hubert took our vacation this summer, in an auto drive of something over 7,000 miles through our own and the Canadian Northwest. We drove some 1,500 miles through the Canadian wheat belt where the drouth manifestations were interesting, but not pleasant sights to see. One gets the impression that with a favorable weather year the Canadian farmers can and do produce worlds of wheat. They are now producing wheat about 1,000 miles north from our border.

We visited the lumber producing states of Idaho, Washington and Oregon, the fruit areas of the same states and California, the mining states of Utah and Nevada as well as Colorado. With the possible exception of the divorce industry of Nevada, they all have their troubles.

One comes back to Iowa with the feeling that our investment here is as good as anywhere and better than many. As a vacation trip it was the vacation of our lives. The Canadian Rockies, as well as our own, present never ending sources of wonder to one from the plains states.—John F. Mueller, pres. F. Mueller & Sons Co., Calamus, Ia.

The Paralyzing Hand of Government

Grain & Feed Journals: So far as I am individually concerned I am sorry the government ever had anything to do with the grain business.

I do not know of a single item, whether wheat, corn, beans, fruits, cotton or what not, that the Government has touched that has not gone far below the cost of production.

I am wholly and entirely opposed to paternalism, and in my opinion if the Government would let the business world alone, and let it be governed by supply and demand, we would all be better off.—J. P. Gentry, Nashville, Tenn.

Small Feed Mills Holding Their Own in California

Grain & Feed Journals: The grain and feed business in the state of California is extremely dull at the present time. Some of the old established feed mills are taking men off the road and others are closing down their plants for lack of business.

The small mills able to serve the local trade by grinding and mixing home grown products seem to be more favored just at this time. In this, we are probably fortunate as our sales of manufactured feeds are decreasing, whereas our custom mill work is increasing in volume.—M. J. Wyndelts, Farmers Warehouse Co., Merced, Cal.

Another Pool in Receivership

Grain & Feed Journals: On July 26, 1931, the Farmers Nat'l Whse. Corp., with offices in Denver, Colo., purchased the elevator of Geo. E. Gano at Walsh, retaining the office force then in charge for the period to June 1, 1932. Harvest being started, the elevator began at once receiving wheat, offering free storage to members. In two weeks' time, about 130,000 bus. of wheat had been received. The entire office force was removed on the claim that they were not receiving the grain fast enough. During the next two and a half months, a little more than 100,000 bus. were received. A receiver has been appointed on behalf of mortgaged and receivership or bankruptcy wheat handled by the elevator, and the members are now being requested to pay storage on the grain. Mr. Gano hesitated to sell, but they insisted so strongly and claimed a large membership, which no grain man of experience would dare provoke at a time like this year.

The first payments on wheat were 20 cents per bu., then 16 cents and later 10 cents.

Farmers were greatly delighted at first to feel that the splendid elevator lately belonging to Mr. Gano was now their own, so easily acquired, and by a means so delightfully arranged by their government and for their own special benefit. For the time they were very strong Hoover enthusiasts now they are wondering where they are going to get their breakfast.

This is the history of the Farm Board operations here, coming under my observation. It was the most damnable piece of business butchery I have ever witnessed.—I. M. Tuggle, Walsh, Colo.

Vernon E. Butler Passes On

Vernon E. Butler who for many years was engaged in the grain business in Southern Minnesota, and for the last twenty-five years has devoted his best efforts to the cause of mutual insurance for grain dealers, has passed to his final rest.

Mr. Butler having been raised in the grain business and long operated country elevators had a clear understanding of the intricate problems of the country grain merchant and a deep sympathy with all his trials.

Vernon E. Butler was born in Clarksville, Iowa, July 10, 1865, the son of James and Margaret S. Butler. His father was one of the pioneer grain merchants of the Hawkeye state and it was under his guidance that Vernon learned the rudiments of the business. At the age of twenty-five he started in the grain business at Heron Lake, Minn. and shortly became manager and secretary-treasurer of the Benson Grain Co., which operated elevators at several stations.

Not only was he an ardent champion of grain trade associations but he was a loyal supporter and director of the Tri-State Grain Dealers Ass'n in its early days. He was also one of the organizers and the first secretary of the Tri-State Mutual Fire Insurance Co., of Luverne, Minn.

In 1906 he was made a director of the Grain Dealers Nat'l Mutual Fire Insurance Co., of Indianapolis. Eight years later he joined the "Grain Dealers Mutual" force in the capacity of supervising director and during the years immediately following, he called on thousands of grain dealers throughout the grain surplus states and addressed all of the state and local associations on the trying problems of the trade. His long study of grain trade problems well fitted him to point the way to better business methods and his carefully prepared addresses invariably were given close attention and thoughtful consideration by the members of the trade. Wherever he traveled among the grain elevator operators, he was a most welcome visitor and extended every courtesy. His contributions to grain trade methods and fire insurance practices won him a warm place in the hearts of country elevator operators who always held him in high regard and will mourn his early passing.



V. E. Butler, Indianapolis, Ind.,
Deceased

Mr. Butler was made assistant treasurer of the Grain Dealers Nat'l Mutual Fire Ins. Co. in '27 and ever since has been actively associated with the financial affairs of the company.

He died at his home in Indianapolis, October 2 after an illness of two weeks and was buried in the town of his birth. He leaves a wife, three sons, a daughter and an admiring host of friends to mourn his great loss.

His years of service to the grain trade and to the mutual fire insurance business will long be recognized by all those familiar with his constructive work in the interests of the grain business.

Nebraska Dealers to Meet Nov. 3 and 4

The annual meeting of the Nebraska Grain Dealers' Ass'n will be held at Hotel Fontenelle, Omaha, Neb., Nov. 3 and 4.

On account of the big Livestock Show at the Aksarben grounds, the railroads are making an open rate of one and one-third fare for all comers.

The program being prepared will include three or four speakers of national prominence during the first afternoon and evening session. President E. L. Brown will deliver the opening address. Reports by the officials of the organization and the legislative and scale committees will review the activities for the past year.

A notable feature of the meeting will be the dinner Tuesday evening tendered by the Omaha Grain Exchange to all in attendance.

All grain dealers will be welcome to participate in the discussions and have a part in formulating plans for united action in opposing further government financing of the Farm Board and calling for a strict accounting of its expenditures.

Ohio Grain and Feed Dealers Fall Meeting

The Ohio Grain, Mill & Feed Dealers Ass'n will hold its 52nd annual fall meeting at the Deshler Hotel, Columbus, O., Tuesday, Oct. 27. A good program with live speakers has been arranged and trade problems will have a big share in the discussions. Some of the speakers are:

Hon. Geo. W. White, Governor of Ohio, who will choose his own subject.

Frank J. Delany, Chicago, who will discuss "Government Competition in Business."

C. F. Morris, Chicago, who takes for his subject, "Americanism."

C. B. Rader, Sec'y St. Louis Merchants Exchange, who will talk on "Mill Feed Futures."

The morning will be given over to registering and visiting. The meeting will start with a luncheon at 12 o'clock, noon, and the talks and discussions will follow.

Several resolutions are expected to be presented, including one recommending that the government withdraw from competing with any form of private business.

Hay valued at \$20,000,000 is destroyed every year by fire due to spontaneous combustion of improperly cured grass, according to the U. S. Bureau of Chemistry.

After the absorption by the Farmers National of the Northwest Grain Ass'n the editor of the latter's official organ resigned, stating "I could not continue to edit a paper with instructions to tell our farmer members that the deal was a good thing when I knew it was to their detriment." He refused, he said, "To support a program from which all the elements of producer control have been removed and which I believe to be a menace to agriculture rather than the help it was supposed to be."

Farmers Turn Against Their Persecutors

It is very evident that thinking farmers who long have been identified with co-operative marketing enterprises, bitterly resent the attempts of the Federal Farm Board to coerce them into relinquishing the management of their own companies to the racketeers selected by the Farm Board to monopolize the marketing of grain.

Many resolutions reflecting the foregoing sentiment have been adopted by directors and stockholders of co-operative elevators, but the following resolution is the most sweeping, and the most comprehensive condemnation of the Farm Board's efforts to dominate the grain business that has yet been adopted. We trust every elevator operator will see to it that the resolutions are published in full in his local newspaper and posted on his driveway bulletin board.

Resolutions Adopted by Directors of The Illinois Farmers Grain Dealers Ass'n in Peoria, Sept. 16, 1931

(1) We recommend to banks and farm loan agencies that they extend the time of payment of principal and interest on loans where it is evident that the return from the farms at present prices will not enable the owner to meet payments due.

(2) We recommend to the federal government that all work on reclamation projects be suspended and that no more arid or swamp lands be reclaimed for cultivation until such a time as the food requirements of our people may demand it.

(3) We recommend to the agricultural departments of our state and federal governments and to our agricultural colleges that funds now being used for increasing production be diverted to the field of laboratory research to develop new uses for agricultural products of which we have a surplus.

(4) We protest the appropriation of any public funds to be used by any agency to disturb, interfere with, or duplicate the services of any existing marketing agency that is owned and controlled by farmers and operated for their benefit.

(5) We believe in sobriety and in temperate living which is conducive to health, happiness and clear thinking, but we protest against any restrictions on the manufacture and sale of corn sugar in any form that is salable so long as fruit juices and concentrates produced outside the Corn Belt are advertised and offered for sale to residents of the grain producing area.

(6) Believing that personal initiative has been responsible for industrial and agricultural development in this country and believing that those men who through thrift and foresight have acquired property interests are entitled to the protection of those interests; therefore, we recommend that the federal government withdraw from competition in private business of all kinds.

We believe such a program would stimulate confidence in business, restore the functions of industry, increase employment and thereby create a demand for our surplus farm products of which we have underconsumption rather than over-production.

(7) Whereas, the major surplus control measures that have been proposed seem to run counter to natural economic laws and tend to clog up rather than accelerate our marketing machinery; therefore, we respectfully recommend to our congressmen and senators that, instead of passing more laws to interfere with normal production and marketing, they repeal certain existing laws and regulations that tend to destroy confidence in business, stimulate production and restrict marketing, one of which is the Agricultural Marketing Act.

The above resolutions, in substance, were also adopted at a joint meeting of the directors of the Farmers Grain Dealers Ass'ns of Minnesota, North and South Dakota, held in Wahpeton, N. D., Oct. 12.

While a great many persons fully recognize the value of wheat at existing levels and have all the will in the world to buy it, they are deterred by the general economic surroundings. There will be an end, of course, to even the present monstrously abnormal situation, so that those who make purchases on breaks naturally are in line to pick up the biggest bargains.—Hulburd, Warren & Chandler.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 15. Miami Valley Grain Dealers Ass'n, Sidney, O.

Oct. 22-23. Farmers Elevator Ass'n of Nebraska at Rome Hotel.

Oct. 27. Ohio Grain, Mill & Feed Dealers Ass'n, Deshler Hotel, Columbus, O.

Nov. 3-4. Nebraska Grain Dealers Ass'n, Hotel Fontenelle, Omaha, Neb.

Nov. 5-6. Ass'n of American Feed Control Officials, Hotel Raleigh, Washington, D. C.

Feb. 9-11. Illinois Farmers Grain Dealers Ass'n, Peoria, Ill.

Feb. 23-24. Eastern Federation of Feed Merchants, Syracuse, N. Y.

Canadian Wheat Pool offices at Montreal and at points east of Fort William are winding up their current business getting ready to close. This business has to do only with the old crop, as the new crop is being handled according to the new arrangement recently inaugurated.

Glad to Send Flowers

Grain & Feed Journals: The Farm Board is dead. As soon as the funeral is announced count on me for flowers.—Chas. A. Tower, Des Moines, Ia.

W. D. McBean Dies of Heart Failure

While in a brokerage office where he was in the habit of going every afternoon W. D. McBean was stricken with a heart attack, and died Sept. 24. In respect to his memory the Winnipeg Grain Exchange observed two minutes silence that day.

Mr. McBean bought grain on the street at Brandon, Man., for McLaren & Edgar in 1885. When his father, Archibald McBean, established the firm of McBean & Sons in the grain business at Winnipeg "Billie" removed to Winnipeg in 1887, and in 1901 succeeded to the Grain Exchange membership of his uncle, D. G. McBean, a charter member of the Exchange. The firm now is known as McBean Bros.

Mr. McBean was born at Millbrook, Ont., in June 1, 1861. He is survived by his widow and four brothers, F. J., Oscar, Bruce and Athol.



W. D. McBean, Winnipeg, Man., Deceased

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Haviland, Kan., Oct. 9.—Very dry here; seeding being done under unfavorable conditions.—W. L. Dunbar.

Hope, Ind., Sept. 30.—Corn in this vicinity was blown down badly, but is maturing well. Little wheat will be planted account of price and condition of corn.—Stafford Grain Co.

Madison, Wis.—Many seed areas of clover have been turned into pasture this year because of the dry weather, and this has reduced the Wisconsin production of red clover seed to 65% of last year in the principal producing area.

Helena, Okla., Oct. 8.—Had a dandy rain here Sept. 20. Farmers are nearly through seeding and some fields are showing up in fine shape. Our wheat this year is all No. 1, but low in protein, 11% or under; paying 30c today.—Jas. G. Fay.

Springfield, Ill., Oct. 7.—Conditions during the first week were favorable for wheat seeding, harvesting and threshing soy beans, and drying corn. Some wheat is up. Corn is all safe from frost, husking has begun, and cutting continues.—Clarence J. Root, meteorologist, U. S. Dept. of Ag.

Cairo, Ill., Oct. 7.—Our corn crop is the best in 6 years. Every acre planted is producing good quality grain and yields run 50 bus. and up. Harvest is unusually early, and first shipments show test weight of 56 lbs. or better with no damage. Moisture now is ranging from only 14 to 17%.—O. B. Hastings, Samuel Hastings Co.

Washington, D. C., Sept. 25.—Production of sweet clover seed in the United States is expected to be about the same or slightly larger than a year ago, when it was much smaller than usual, according to reports from 600 growers and shippers. Acreage expanded in a majority of the important growing districts, but yield per acre was quite generally smaller than a year ago.—Buro of Agricultural Economics.

Calamus, Ia., Sept. 26.—Crop and business conditions in our territory are fair, considering weather and financial conditions. Had a fair crop of oats, not extremely light, all of which will be used for feeding. We have three stations and do not expect to ship a car. We are expecting a good crop of corn in spite of the drouth, and are looking for very fine quality. We expect to accumulate and store all the ear corn which we can buy, if values remain around their present levels.—F. Mueller & Sons Co.

St. Peter, Oct. 5.—Our crop conditions are not up to normal. Dry weather has reduced acreage of winter wheat by 50% of normal, also rye. What has been sown was sown late and will be small growth by time it freezes up. Sub soil is very dry; not the usual amount of fall plowing owing to dry condition of soil. Our corn crop is the smallest in years. All agree there is not more than 50% of normal crop; many barren stalks. Owing to dry, hot weather, ears poorly filled out. Aug. 29 we had a frost which killed late corn, so quality is light and chaffy. Prices of all grains are very low. Prices of live stock also low.—E. J. Matteson.

Jefferson City, Mo., Oct. 12.—Missouri corn on Oct. 1 at 79¢ indicates 28.5 bus. per acre, totaling 174,734,000 bus. on 6,131,000 acres planted, against 44% last October, average 12.3 bus. totaling 73,935,000 on 6,011,000 acres. During the first part of September, corn ripened too fast, reducing yields in northern and western counties. Yields are better than last year, state total of more than twice 1930. Cribbing is beginning around October 20, all corn beyond serious damage from frost. The 1931 oats crop averages 30.5 bus. per acre, against 27.5 last year, totaling 54,473,000 against 44,660,000 in 1930. Acreage

is 1,786,000, against 1,624,000 last year. Soybeans average 1.55 against 1.15 tons last year; cowpeas 1.40, against 1.00. Alfalfa hay (owing to grasshopper damage and drouth of 1930) averages 2.20 tons against 2.15 last year. The yields of seed (cowpeas and soybeans) are higher than last year. Barley is 28 bus. per acre, against 21.5 last year. Spring wheat is 18 bus., against 14. Buckwheat 15 and 13; flax, 4.5 against 8.5; sorghum sirup, 83 gallons per acre, against 62 in 1930.—U. S. Dept. of Ag. and Missouri State Board of Ag.

Topeka, Kan., Oct. 10.—Kansas corn crop declined during September and is now estimated at 119,394,000 bus. Grain sorghums promise the same yield outturn as a month ago while alfalfa production is slightly higher. The record temperatures and lack of precipitation during the first half of September reduced the corn crop six and one half million bushels compared with prospects a month ago. Production is now placed at 119,394,000 bus., which compares with 82,908,000 bus. last year and 126,793,000 bus. the 1925-29 five year average. The dry hot weather caused premature ripening of late fields and reduced yield and quality of grain. The condition of the crop is 57% of normal compared with 40% on Oct. 1 last year and the ten year October average of 66%. The condition this year indicates a yield per acre of 18.0 bus. Last year's crop averaged 12.0 bus. and the 1929 crop 17.5 bus. All corn is past danger of frost injury and ears carry less moisture than usual at this date. Production of grain sorghums, estimated at 23,760,000 bus., is the same as a month ago and compares with 14,300,000 bus. last year and 19,638,000 bus. two years ago. The condition of the crop at 70% of normal indicates a yield per acre of 18.0 bus. The October condition last year was 57% and the yield per acre 13.0 bus. Broomcorn production is estimated at 4,200 tons against 7,600 tons last year. The crop was reduced from earlier expectations by dry weather and high temperatures. The indicated yield per acre is 280 pounds. Last year's crop averaged 255 pounds. The condition of seed crops at harvest time this year and last are: alfalfa 75% and 82%; red clover 66% and 75%; timothy 78% and 72%.—U. S. Dept. of Ag. and Kansas State Board of Ag.

A bushel of wheat was good as a 50-cent ticket to the Indiana State Fair at Indianapolis; and 2,500 bus. of wheat was collected, and sold by the Board of Agriculture to the elevators at 40 cents per bushel.

Corn Estimate 2,680,058,000 bus.

Chicago, Ill., Oct. 3.—Based on an estimated per acre yield, our reports indicate a crop of 2,680,058,000 bu. of corn. Our estimate on Aug. 25 was 2,769,194,000 bu. The present condition indicates a larger yield than the estimated yield per acre but in past years we have found the estimate yield by correspondents more accurate at this stage of the crop.

Oats indicate 1,146,786,000 bu. compared with our estimate of 1,128,829,000 and the Government 1,161,000,000 a month ago.

Spring wheat indicate 117,118,000 bu. compared with our estimate of 118,388,000 and the Government 110,463,000 last month.—E. H. Miller, statistician, Jas. H. Bennett & Co.

Yields of Oats and Corn Below Average

Chicago, Ill., Oct. 2.—The yield of oats is estimated 27.9 bus. per acre, which compares with a ten year average of 31.0. Total production is about 1,152,000,000 bus. Crop last year was 1,358,000,000, and the average for the preceding five years 1,317,000,000 bus.

One feature of this year's oats crop is its unusually light weight per measured bushel. On the basis of our correspondents' reports the average weight is 29.5 pounds, the normal for the United States being 31.7 pounds. In the south especially in Texas and Oklahoma and extending into Kansas the oats are heavy, but elsewhere the weight is light.

A corn crop of 2,702,000,000 bus. is forecast by conditions in the last week of September. A slight improvement in the eastern states was more than offset by declines in the west and moderately in the south. Crop a year ago was 2,094,000,000 and the average of the preceding five years 2,761,000,000. Condition is 70.6 per cent of normal, compared with 74.0 the average of the past ten years, and the forecast yield per acre 25.6 bushels, against a ten year average of 26.9 bushels.

Over most of the winter wheat area farmers were very late in preparing their land for fall wheat seeding. In the eastern states September was mostly favorable for seeding, but in the important area of western Kansas, Oklahoma and Texas, conditions remain unfavorable for preparing the land and for seeding. From central Kansas eastward rains in the latter part of September relieved the situation. In the Pacific northwest conditions were unfavorable until the last ten days of September; conditions are now favorable there.

Seeding can usually be done all through October.

Supplemental reports received the past month support our previous estimate of a sixteen per cent reduction in acreage as compared with acreage planted last year. The crop is starting late in a poorly prepared seed bed.—Nat C. Murray, statistician Clement, Curtis & Co.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at following markets for the past three weeks, have been as follows, in cents per bushel:

	Wheat												
	Sept. 23	Sept. 24	Sept. 25	Sept. 26	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5
Chicago	49 1/4	48 3/4	48 3/4	48 1/2	48	47 3/4	47 3/4	47 3/4	47 3/4	45 3/4	44 3/4	47	46 1/4
*Winnipeg	50 1/4	50 1/4	51 1/4	50 3/4	49	47 1/4	46 3/4	46 1/4	46 1/4	46 1/4	46 1/4	47	46 3/4
*Liverpool	53 1/4	54 3/4	52 1/4	53 1/4	53 1/4	52 1/4	51 1/4	51 1/4	52 1/4	52	51 1/4	52 1/4	52 1/4
Kansas City	42 1/4	41 3/4	41 3/4	41 1/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	38 3/4	37 3/4	39 1/4	39
Minneapolis	60 3/4	60 3/4	61 1/4	60 3/4	60 3/4	59 3/4	59 3/4	59 3/4	59 3/4	58 3/4	58 3/4	60 3/4	59 3/4
Duluth, durum	52 1/4	52 1/4	52 1/4	51 3/4	51 3/4	51	52 1/4	53 1/4	53 1/4	51 1/4	51	53 1/4	52 1/4
Omaha	43 3/4	42 3/4	42 3/4	42 1/4	42	41 3/4	41 3/4	41 3/4	41 3/4	39 3/4	39	41 1/4	40 3/4
St. Louis	47 1/4	46 3/4	46 3/4	46 1/4	46	45 1/4	45 1/4	45 1/4	45 1/4	43 3/4	42 3/4	45	44
Milwaukee	49 1/4	48 3/4	48 3/4	48 1/4	48 1/4	47 3/4	47 3/4	47 3/4	47 3/4	46	44 3/4	47 3/4	46 3/4
	Corn												
	Sept. 23	Sept. 24	Sept. 25	Sept. 26	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5
Chicago	37 3/4	36 3/4	37 1/4	36 3/4	36 1/4	35 3/4	35 1/4	35 1/4	34 3/4	33 1/4	33 1/4	34 3/4	33 3/4
Kansas City	33 1/4	32 3/4	33 1/4	32 3/4	32 1/4	31 3/4	31 3/4	31 3/4	31	30 3/4	29 3/4	31 3/4	30 3/4
Omaha	35 1/4	34 3/4	35 3/4	34 3/4	34 1/4	33 3/4	33 3/4	33 3/4	32 3/4	31 3/4	30 3/4	31 3/4	31 3/4
St. Louis	37 1/4	36 3/4	36 3/4	36 3/4	35 3/4	35	35 3/4	34 3/4	34 3/4	33 3/4	32 3/4	34 3/4	33 3/4
Milwaukee	37 3/4	36 3/4	37 3/4	36 3/4	36 1/4	35 3/4	35 1/4	35 1/4	34 3/4	33 3/4	33 3/4	34 3/4	33 3/4
	Oats												
	Sept. 23	Sept. 24	Sept. 25	Sept. 26	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5
Chicago	23 1/4	22 3/4	23 1/4	22 3/4	22 1/4	21 1/4	21 1/4	21 1/4	21 1/4	21 1/4	20 1/4	21 1/4	21 1/4
Winnipeg	28 1/4	28 1/4	28 3/4	28 3/4	28 3/4	28	28 1/4	28 1/4	28 1/4	28 1/4	27 3/4	28 3/4	28 3/4
Minneapolis	23 1/4	22 3/4	23 1/4	23	23	22 1/4	22 1/4	22 1/4	22 1/4	21 3/4	21 3/4	22 3/4	23 1/4
Milwaukee	23 1/4	22 3/4	23	22 3/4	22 1/4	21 1/4	21 1/4	21 1/4	21 1/4	21 1/4	20 1/4	21 1/4	21 1/4
	Rye												
	Sept. 23	Sept. 24	Sept. 25	Sept. 26	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5
Chicago	39 1/4	38 3/4	38 3/4	38 3/4	38 3/4	37 3/4	37 3/4	37 3/4	37 3/4	38 3/4	37	36 3/4	38 3/4
Minneapolis	37 1/4	36 3/4	37 1/4	37 1/4	37 1/4	36 3/4	36 3/4	36 3/4	36 3/4	36 3/4	35 3/4	36 3/4	36 3/4
Winnipeg	35 3/4	35 1/4	35 1/4	34 3/4	34 3/4	33 3/4	33 3/4	33 3/4	33 3/4	33 3/4	32 3/4	33 3/4	33 3/4
Duluth	36 3/4	36 1/4	37	36 3/4	37	36 3/4	36 3/4	36 3/4	36 3/4	37 3/4	36	35 3/4	36 3/4
	Barley												
	Sept. 23	Sept. 24	Sept. 25	Sept. 26	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5
Minneapolis	36 3/4	36 3/4	37 1/4	37 1/4	37 1/4	36 3/4	37 1/4	37 1/4	36 3/4	35 3/4	35 3/4	35 3/4	35 3/4
Winnipeg	32 3/4	32 3/4	32 3/4	32 3/4	32 3/4	30 3/4	30 3/4	30 3/4	30 3/4	30 3/4	30 3/4	31	30 3/4

*Deduction made on wheat only for depreciated currency.

Government Crop Report

Washington, D. C., Oct. 10.—The Crop Reporting Board of the U. S. Dept. of Agriculture reports the following forecasts and estimates:

CORN

State	Condition		Yield		Production	
	10-Yr. Aver. 1920-1929	Oct. 1 1931	Per Acre	Per Acre	1930	Forecast from Condition Oct. 1 1931
	Per Cent		Bus.	Thousand Bushels		
Penna.	81	94	51.0	26,840	64,107	
Ohio	81	92	45.0	88,358	159,030	
Ind.	78	89	40.0	116,066	178,960	
Ill.	78	83	37.0	228,506	338,180	
Mich.	77	77	33.0	25,276	44,352	
Wis.	81	70	32.0	79,365	68,384	
Minn.	78	60	26.0	139,190	122,564	
Iowa	86	75	35.0	368,388	406,630	
Mo.	78	79	28.5	73,935	174,734	
S. D.	74	20	5.5	79,840	30,030	
Nebr.	74	51	17.0	247,106	171,632	
Kans.	66	57	18.0	82,908	119,394	
Va.	80	92	31.0	17,227	47,833	
W. Va.	83	90	36.0	5,772	15,624	
N. C.	78	85	23.0	51,865	60,513	
Ga.	73	62	11.0	43,261	40,953	
Ky.	80	92	32.5	30,402	91,488	
Tenn.	77	86	27.0	39,832	80,082	
Ala.	72	76	15.2	29,505	46,983	
Miss.	70	84	21.5	22,540	48,461	
Ark.	70	87	24.0	8,404	46,344	
La.	69	69	17.5	12,309	21,158	
Okla.	68	60	17.5	36,436	54,968	
Tex.	70	71	21.0	86,710	112,203	
U. S.	77.0	71.4	25.6	2,093,552	2,702,752	

BARLEY

State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
N. Y.	25.0	4,629	5,504	4,300		
Ohio	29.0	4,584	2,888	2,726		
Ill.	28.0	12,624	8,160	7,924		
Mich.	28.0	5,188	7,350	7,952		
Wis.	28.0	21,215	26,011	20,272		
Minn.	22.0	45,763	59,671	45,166		
Iowa	26.0	14,308	14,353	11,440		
N. D.	7.6	38,590	46,795	18,293		
S. D.	6.2	28,280	44,352	13,752		
Nebr.	18.0	10,170	24,086	16,182		
Kans.	20.0	8,986	10,580	10,540		
Tex.	29.5	3,679	3,570	6,844		
Mont.	10.0	4,631	3,614	1,970		
Ida.	32.0	5,440	6,342	5,088		
Wyo.	14.0	2,030	3,626	2,198		
Colo.	17.0	10,102	14,612	8,959		
Calif.	16.8	30,698	38,290	13,054		
U. S.	16.9	265,006	334,971	215,889		

Crop—	Acreage 1,000 Acres 1931	Condition		Total Production in Millions	
		Oct. 1, 1930	Oct. 1, 1931	1930	Indicated by condition Oct. 1, 1931
		Pct.	Pct.		
Corn	105,557	58.8	71.4	2,094	2,703
Winter wheat.	40,692	....	....	612	775
Durum wheat, 4 States....	3,543	....	....	57	20
Other spring wheat, U.S.	13,434	....	....	194	89
All wheat....	57,669	....	....	863	884
Oats	41,248	....	....	1,358	1,174
Barley	12,771	....	....	335	216
Rye	3,294	....	....	48.1	36.2
Buckwheat ..	588	52.2	77.3	7.9	10.6
Flaxseed	3,132	60.4	41.4	21.4	11.5
Rice	958	80.4	81.1	41.3	41.7
Grain sorgh's.	6,760	50.2	70.3	86.5	129.1
Hay, all tame, tons	54,591	....	....	77.8	79.3
Hay, wild, tons	13,283	....	....	11.8	9.1
Hay, alfalfa, tons	12,304	....	....	28.6	25.5
Beans, dry edible, bus.	2,071	67.4	82.2	21.9	20.0
Soy beans....	3,805	58.8	73.1	....	....
Peanuts (for nuts), lbs.	1,337	61.9	76.5	727	929
Cowpeas	1,883	68.5	56.4	....	....
Timothy seed, bus. ....	....	75.6	80.5	1.48	....
Clover seed (red and al-sike), bus. ....	....	65.8	67.0	1.46	....
Alfalfa seed, bus. ....	....	61.2	53.6	.92	....

OATS

State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
N. Y.	29.0	32,845	37,632	26,506		
Pa.	32.0	36,048	35,025	30,496		
Ohio	37.5	71,629	62,964	61,012		
Ind.	31.5	62,796	58,920	61,236		
Ill.	34.0	139,917	144,218	141,984		
Mich.	31.5	51,427	53,352	45,990		
Wis.	29.0	101,976	108,680	72,355		
Minn.	28.0	150,632	170,048	121,744		
Iowa	31.0	215,762	243,945	191,952		
Mo.	30.5	40,320	44,660	54,473		
N. D.	9.7	47,475	39,585	17,373		
S. D.	7.5	63,575	69,600	18,360		
Nebr.	22.4	72,304	83,720	54,163		
Kans.	31.0	34,210	40,341	49,352		
Okla.	32.0	25,720	29,232	47,104		
Tex.	42.0	43,615	40,012	76,398		
Mont.	9.0	16,751	6,475	2,664		
Ida.	35.0	6,453	5,719	4,410		
Wyo.	16.0	4,130	3,888	2,288		
Colo.	23.0	5,699	6,700	4,416		
Wash.	50.0	9,719	7,680	7,850		
Oreg.	37.0	10,665	9,594	8,214		
U. S.	28.5	1,316,954	1,358,052	1,173,999		

DURUM WHEAT

State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
Minn.	14.1	3,390	3,400	1,692		
N. D.	5.3	51,270	35,720	12,460		
S. D.	5.2	12,210	17,760	5,387		
Mont.	2.5	372	225	90		
4 states	5.5	67,243	57,105	19,629		

OTHER SPRING WHEAT

State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
Me.	21.0	112	66	63		
Vt.	21.0	27	20	21		
N. Y.	20.0	168	170	180		
Pa.	21.0	124	210	231		
Ohio	22.5	112	342	428		
Ind.	21.0	101	225	210		
Ill.	18.4	3,128	2,541	1,564		
Mich.	21.5	89	198	258		
Wis.	17.0	1,313	1,407	1,258		
Minn.	14.2	17,404	16,011	12,013		
Iowa	17.0	588	665	680		
Mo.	18.0	147	168	126		
N. D.	4.3	63,184	64,087	23,229		
S. D.	3.8	17,474	25,775	9,120		
Nebr.	8.0	2,896	3,008	1,120		
Kans.	9.0	190	440	144		
Mont.	4.5	46,502	28,806	11,439		
Ida.	23.0	16,382	15,457	9,200		
Wyo.	9.0	2,645	2,548	1,080		
Colo.	12.0	5,542	4,868	2,304		
N. M.	21.0	619	420	567		
Utah	19.0	2,841	2,624	1,330		
Nev.	22.0	336	286	264		
Wash.	12.0	20,837	19,253	10,668		
Oreg.	18.5	4,709	4,462	1,980		
U. S.	6.7	207,445	194,057	89,477		

GRAIN SORGHUMS

State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
Kans.	78	57	70	24,846	23,760	
Okla.	74	39	65	28,492	23,142	
Tex.	77	47	71	58,674	68,244	
U. S.	77.1	50.2	70.3	124,933	129,059	

BUCKWHEAT

State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
Me.	87	92	66	333	200	
N. Y.	81	62	82	3,799	3,412	
Pa.	80	39	84	4,038	3,762	
Ohio	83	57	83	564	360	
Ind.	82	70	81	356	231	
Mich.	76	39	63	658	276	
Wis.	79	65	63	381	293	
Minn.	76	61	60	1,125	495	
Iowa	86	73	58	111	48	
N. D.	52	34	108	72		
S. D.	74	33	14	193	26	
Md.	78	47	71	153	133	
Va.	82	48	82	301	260	
W. Va.	82	47	78	743	400	
N. C.	81	55	84	194	200	
Ky.	82	58	80	172	170	
U. S.	80.1	52.2	77.3	13,409	10,594	

FLAXSEED

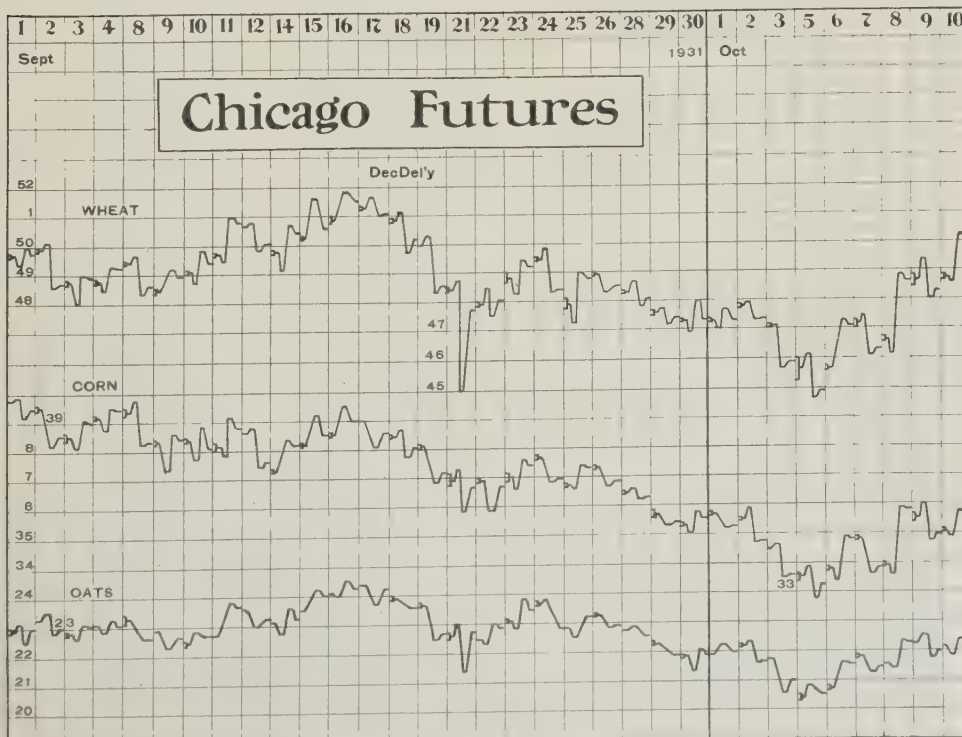
State	Yield		Production		October 1931	
	Per Acre	5-Yr. Average	1930	Preliminary Estimate	1931	Forecast from Condition Oct. 1 1931
	Bus.	Thousand Bushels				
Minn.	82	80	63	6,582	5,904	
N. D.	71	56	38	8,498	3,694	
S. D.	77	58	16	3,971	916	
Kans.	78	89	63	209	378	
Mont.	63	43	31	1,236	324	
U. S.	73.2	60.4	41.4	20,917	11,474	

Lowest Spring Wheat Yield on Record

Chicago, Ill., Oct. 1.—Indicated production of all spring wheat is 112,000,000 bus. from an average yield of 6.6 bus. per acre. This is the lowest yield per acre on record. Last year a crop of 251,000,000 bus. was produced; the ten-year average crop is 258,000,000, and the five-year average 274,000,000.

Indicated production of oats is 1,150,000,000 bus., compared with 1,358,000,000 last year and a 5-year average of 1,317,000,000.

Unusually high temperatures in Central and Great Plains States, especially from Sept. 6 to 16, forced corn to maturity too rapidly in many areas of insufficient moisture supply. A loss in kernel weight and feed value fodder resulted. In other areas receiving occasional showers, too heavy rains and wind, high temperatures give high humidity, held moisture in the kernels, increased mold, dry rot and worm damage to ears, and prostrated stalks. Production is forecast at 2,657,000,000 bus.—R. O. Cromwell, statistician Lamson Bros. & Co.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Mansfield, Ill., Sept. 21.—Corn crop about ready for market, hardly worth last expense at present prices, because unsalable, or no bids.—C. B. Kirk.

Milwaukee, Wis., Sept. 25.—Grain shipments by lake from the port of Milwaukee this season have aggregated 15,524,316 bus., as follows. Wheat, 12,508,030 bus.; corn, 772,084; barley, 219,793; oats, 2,024,409.—H. A. Plumb, sec'y Grain & Stock Exchange.

Washington, D. C., Oct. 3.—From 75% to 85% of the white clover seed crop had left growers hands by Sept. 22. This movement was about the same as a year ago. Two years ago on a corresponding date 60% had been sold.—Buro of Agricultural Economics.

Kansas City, Mo., Oct. 1.—Two cars of new crop milo maize, the first of the season, were received from Lark, Tex., near Amarillo. Quality was excellent, grading No. 2 yellow, 57½ lbs. to the bushel, with 14 per cent moisture. The farmer is said to have netted only 20 cents per 100 lbs.

Calamus, Ia., Sept. 26.—Our stocks of old corn remaining in producers' hands are rather larger than they should be, due largely to the holding for 60c, as agitated by our Iowa politicians. Only one more example of their vote-getting rantings costing the farmers more money.—F. Mueller & Sons Co.

Washington, D. C., Oct. 3.—Early movement of red and alsike clover seed from the farms has been rapid altho somewhat slower than a year ago. About 25% of the red clover and 45% of the alsike clover seed had been sold by growers up to Sept. 22. At a corresponding date last year 30% of the red clover and 50% of the alsike seed had been sold.—Buro of Agricultural Economics.

Washington, D. C., Sept. 28.—Redtop seed moved slowly at low prices during the past 4 weeks. Growers have sold about 35% of the crop today. This movement compares with 90% last year and 65% two years ago. Threshing is not yet completed. Timothy seed also moved slow in the fore part of the month. About 55% of the crop has been sold compared with 70% last year and 60% two years ago.—Buro of Agricultural Economics.

Decatur, Ill., Sept. 26.—Early varieties of soy beans ready for harvest; first car has arrived in Decatur, same graded No. 2 with only 10.6% moisture. The farmers soy bean marketing association has offered to advance only 20c a bu. to its members, which is a great disappointment. Many will leave the crop on the land rather than to harvest at this price. We are now assured of an average crop of good quality corn. Shucking will likely commence in earnest about October 15.—H. I. Baldwin & Co.

Rye Movement in September

Receipts and shipments of rye at the various markets during September, compared with September, 1930, in bushels were:

Receipts		Shipments	
1931	1930	1931	1930
Chicago ...	566,000	1,542,000	46,000
Cincinnati ..	18,200	64,400	9,800
Denver	6,000	3,000	1,500
Duluth	34,777	1,639,636	462,251
Ft. William ..	192,586	2,160,428	916,105
Ft. Worth	1,500	1,500	.....
Indianapolis ..	4,500	15,000	7,500
Kansas City ..	16,500	171,000	27,000
Milwaukee	9,000	60,200	6,100
Minneapolis ..	642,100	2,366,600	191,680
New Orleans ..	.....	1,500	.....
New York	51,092	.....	68,000
Omaha	7,000	229,600	7,000
Peoria .....	.....	273,600	.....
Philadelphia ..	4,415	.....	19,200
Portland, Ore. ..	1,900	15,960	18
St. Joseph .....	.....	7,500	.....
St. Louis	5,200	134,800	.....
Seattle	3,000	6,000	.....
Superior	31,503	664,300	107,643
Toledo	2,000	8,000	3,000

Helena, Okla., Oct. 8.—About 50% of wheat crop back on farms. Will likely stay there until spring.—James G. Fay.

Baltimore, Md., Oct. 10.—Receipts of wheat in Baltimore from tidewater counties of Maryland and Virginia so far this season are 165,000 bus. under those up to the corresponding date last year, a condition attributed largely to prevailing low prices and tendency to feed more wheat on the farms.—R. G. N.

Chicago, Ill., Oct. 1.—Two cars of new corn actually arrived here today but were a very poor quality, grading sample, and one from southern Illinois which showed 29% moisture and weighed only 48½ pounds, sold for 22 cents, which it was claimed yielded the shipper only 13 cents at his station. Reckless liquidation of immature pigs because of a cholera scare carried the average Chicago hog price down close to 5 cents but even on that basis new corn at 35 cents in Chicago is substantially below a feeding parity.—Thomson & McKinnon.

Italy's wheat crop is estimated officially and finally as 247,400,000 bus., compared with 210,480,000 in 1930. The government has decided upon the immediate erection of elevators in preparation for the 1932 harvest.

The Farmers National Grain Corporation, financed by the United States government, has absorbed the American Wheat Growers Ass'n of Aberdeen, S. D., the last of the regionals in the Northwest. The growers seemed unable to withstand coercion.

Corn Movement in September

Receipts and shipments of corn at the various markets during September, compared with September, 1930, in bushels were:

Receipts		Shipments	
1931	1930	1931	1930
Chicago ...	2,937,000	5,963,000	3,174,000
Cincinnati ..	100,500	229,500	85,500
Denver	481,500	346,500	180,000
Dodge City ..	4,800	.....	.....
Duluth	15,174	246,595	139,256
Ft. William ..	.....	.....	2,143
Ft. Worth	148,500	648,000	13,500
Hutchinson ..	4,500	25,500	.....
Indianapolis ..	1,138,500	993,000	1,177,500
Kansas City ..	664,500	1,627,500	186,000
Milwaukee	347,800	1,133,680	145,750
Minneapolis ..	397,250	648,510	320,520
New Orleans ..	29,034	79,951	34,136
New York	57,200	.....	.....
Omaha	449,400	1,275,400	389,200
Peoria	712,800	1,206,050	493,950
Philadelphia ..	2,625	49,412	.....
Portland, Ore. ..	76,800	70,800	.....
St. Joseph	259,500	573,000	225,000
St. Louis	721,600	1,809,300	394,000
San Francisco ..	25,714	38,928	.....
Seattle	118,500	120,000	.....
Superior	10,751	203,088	67,041
Toledo	53,000	86,000	8,000
Wichita	7,800	33,800	.....

Wheat Movement in September

Receipts and shipments of wheat at the various markets during September, compared with September, 1930, in bushels were:

Receipts		Shipments	
1931	1930	1931	1930
Chicago ...	2,112,000	2,054,000	3,634,000
Cincinnati ..	451,200	158,400	692,800
Denver	498,400	590,800	170,800
Dodge City ..	760,000	.....	181,000
Duluth	4,910,906	20,009,980	4,180,752
Ft. William ..	18,709,579	49,040,249	16,011,568
Ft. Worth	1,211,000	604,800	627,200
Galveston .....	.....	.....	3,710,233
Houston .....	.....	.....	550,720
Hutchinson ..	5,718,400	1,765,400	.....
Indianapolis ..	340,000	224,000	140,000
Kansas City ..	8,729,600	7,852,800	8,452,565
Milwaukee	2,396,240	218,680	1,342,745
Minneapolis ..	9,465,960	18,389,510	3,704,320
New Orleans ..	546,551	959,404	156,854
New York	6,317,247	.....	6,426,000
Omaha	2,835,200	4,950,400	2,303,000
Peoria	284,400	375,000	60,000
Philadelphia ..	204,057	91,298	398,920
Portland, Ore. ..	3,749,700	4,244,750	3,194,624
St. Joseph	1,104,000	2,167,500	400,000
St. Louis	3,031,800	3,712,000	2,528,900
San Francisco ..	284,100	361,600	.....
Seattle	1,216,600	2,354,800	788,729
Superior	3,240,454	13,614,040	3,289,383
Texas City	345,254	452,000	48,000
Toledo	909,000	1,249,000	199,000
Wichita	3,301,500	1,321,500	2,317,500

Home Grown Corn for Mississippi Mills

By GEO. H. WATSON

Jackson, Miss., Oct. 10.—A campaign to induce Mississippi feed mills to buy home grown corn and consumers to prefer it in their purchases has been inaugurated by J. C. Holton, commissioner of agriculture. He admits that the trade is accustomed to using yellow corn whereas nearly all of Mississippi's crop is white, but he doubts the superior feeding value of the yellow variety.

"Feed mills operating in Mississippi," Mr. Holton stated, "ordinarily purchase large quantities of corn for manufacture into mixed feeds. In the past feed materials have been purchased almost in full from northern markets. Operators of these mills have indicated a willingness to co-operate in the present emergency by giving preference to Mississippi grown corn and to pay the highest possible price therefor.

"Mississippi has produced this year more than 48 million bushels of corn which is the largest crop in several years, and in view of the actual and indicated increases in numbers of livestock it would seem that most of this corn will be needed on the farms where produced."

The refusal of the Farm Board to buy more cotton shows that at least that organization has learned a lesson concerning the inevitability of economic laws. The rule of supply and demand still controls the price of a commodity.—Bradstreets.

Oats Movement in September

Receipts and shipments of oats at the various markets during September, compared with September, 1930, in bushels were:

Receipts		Shipments	
1931	1930	1931	1930
Chicago ...	2,452,000	3,074,000	1,653,000
Cincinnati ..	182,000	196,000	152,000
Denver	18,000	78,000	8,000
Duluth	285,097	2,623,676	.....
Ft. William ..	1,699,462	1,851,882	1,069,468
Ft. Worth	86,000	160,000	8,000
Indianapolis ..	1,164,000	588,000	1,110,000
Kansas City ..	358,000	380,000	78,000
Milwaukee	179,625	1,979,820	144,000
Minneapolis ..	831,490	2,968,050	263,520
New Orleans ..	54,881	46,000	70,289
New York	169,200	.....	.....
Omaha	252,000	590,000	118,000
Peoria	246,600	454,600	102,600
Philadelphia ..	23,665	104,065	.....
Portland, Ore. ..	104,500	275,500	88,898
St. Joseph	276,000	386,000	62,000
St. Louis	444,400	926,800	343,068
San Francisco ..	4,557	85,033	.....
Seattle	138,000	210,000	.....
Superior	171,264	785,555	5,594
Toledo	558,000	571,000	308,000
Wichita	3,000	21,000	1,500

Barley Movement in September

Receipts and shipments of barley at the various market during September, compared with September, 1930, in bushels were:

Receipts		Shipments	
1931	1930	1931	1930
Chicago ...	489,000	2,345,000	87,000
Cincinnati ..	3,200	28,800	.....
Denver	112,000	105,600	12,800
Dodge City ..	8,000	.....	9,600
Duluth	352,039	2,680,352	173,849
Ft. William ..	1,054,600	6,222,599	33,831
Ft. Worth	17,600	126,400	12,800
Hutchinson ..	17,600	60,800	.....
Indianapolis ..	1,500	49,500	.....
Kansas City ..	174,400	779,200	166,400
Milwaukee	1,686,362	1,617,060	213,900
Minneapolis ..	1,797,450	3,933,960	1,442,650
New Orleans ..	.....	1,600	.....
Omaha	40,000	278,400	44,800
Peoria	304,800	442,200	65,800
Philadelphia ..	2,487	4,098	.....
Portland, Ore. ..	11,250	33,750	.....
St. Joseph	5,250	101,500	.....
St. Louis	249,200	283,200	82,250
San Francisco ..	570,993	1,940,311	81,600
Seattle	72,000	49,600	.....
Superior	191,071	1,017,263	110,666
Toledo	10,000	2,000	1,000
Wichita	18,200	106,600	52,000

Modern 220,000-Bu. Concrete Elevator at Indianapolis

Altho in possession of considerable storage space of its own the Acme-Evans Co. found itself forced to use the bins of the public elevator, and decided to meet the need for more space by the erection of the 220,000-bu. reinforced concrete receiving and storage house shown in the engraving herewith at Indianapolis, Ind.

Besides the milling of wheat the company has developed a commercial mixed feed business putting out 14 carloads per day of feed and corn meal.

The new elevator is 49 x 81 ft. and 154 ft., 6 ins. high. There is a full basement, bins are 110 ft. high, above which are the cupola and head house, the latter having three stories. The 20 bins are of capacities varying from 2,000 to 16,500 bus., and are equipped with the Zeleny Thermometer System and the Pneumatic Process Aerating System. The instrument room for the thermometer system is located in the cupola. The thermometer system gives timely warning of a rise in the temperature of the grain, and the pneumatic system enables the management to act immediately to keep the grain in condition without the necessity of turning.

The equipment includes one receiving leg,

one lofting leg, one small leg to supply mill, one belt conveyor from track hoppers to receiving leg, three conveyor belts in basement, two distributing conveyor belts with trippers, two double power shovels, one 2,000-bu. hopper scale, one No. 15 Monitor Receiving Separator, one 500-bu. Randolph Grain Drier and a service elevator.

All elevator legs are driven by electric motors direct connected to the head shaft thru double reduction herringbone gear speed reducers. All conveyor belts and other slow speed machines are driven thru double reduction silent and roller chain drives. High-speed machines are driven thru silent chain direct. The 21 electric motors are totally enclosed, fan cooled and ball bearing. All of the motor starters and entrance switches are located in a closed fireproof and dustless room, with starting and stop buttons located conveniently on the first floor and an additional stop station located at each motor.

Suction is provided at all places where dust rises, thru a collecting system having a large fan.

Cars are unloaded under a large track shed into two receiving track hoppers over a belt conveyor to receiving leg. The leg delivers to either of two 2,000-bu. garners above the hopper scale, which in turn discharges into either of two garners below. Each of the two garners below is spouted to

the cleaner on the first floor and to the lofting leg, which delivers to the distributing belts in the cupola thru trolley spouts. Grain may be delivered out of the house by spouts to each of the old elevators, mills and to cars on track.

The new elevator is the fifth building to be erected since the establishment of the business 110 years ago, the plant now covering 10 acres. Elevator "D" was designed by Bacon & Tislow and erected by Chas. J. Wacker.

How to Figure Price of Liverpool Wheat

Since the pound sterling has become of fluctuating value with the abandonment of the gold standard in Great Britain the quotations of the price of wheat futures in Liverpool, Eng., are not comparable with United States prices of wheat unless the current value of exchange be employed in converting the Liverpool wheat quotation into gold cents.

The quotations on Liverpool wheat futures are cabled over to this side in shillings and pence per 100 lbs. A double conversion therefore is necessary to arrive at cents per bushel of 60 lbs.

First find the value of the English penny by dividing the sterling quotation by 240, there being 240 pence in a pound. Multiply this result by the Liverpool quotation on wheat in pence, and by 0.6 to reduce from 100 lbs. to 60-lb. bushels.

For example on Wednesday, Oct. 7, the pound was quoted at \$3.88. Dividing by 240 we have 0.161 cents as the value of the penny. There being 12 pence in a shilling the Liverpool quotation of 4 shillings 6¼ pence is equal to 54.25 pence. We multiply 54.25 by 0.161 and by 0.6. The result is 52.405 cents per bushel, approximately 52¾. At the former gold value of the pound the equivalent price per bushel would be 65.913 cents.

Canadian grain quotations are subject to a similar scaling down. The bushel being the same it is only necessary to deduct the discount as quoted, say 12½ per cent, as it was on Monday, Oct. 5. The Winnipeg December wheat quotation of that day, 52½ cents, becomes 46 cents U. S.

Fluctuations in exchange value of the pound become an important matter to the trader in wheat on the floor of Liverpool's Corn Exchange. It is quite possible for the actual price of wheat to stand still all day while the quotation for wheat as measured in the depreciating or appreciating currency runs up and down rapidly the same day over a range of 5 cents per bushel. A trader in wheat that day attempting to profit by the wild changes in the price of grain would be in reality profiting by the fluctuations in exchange.

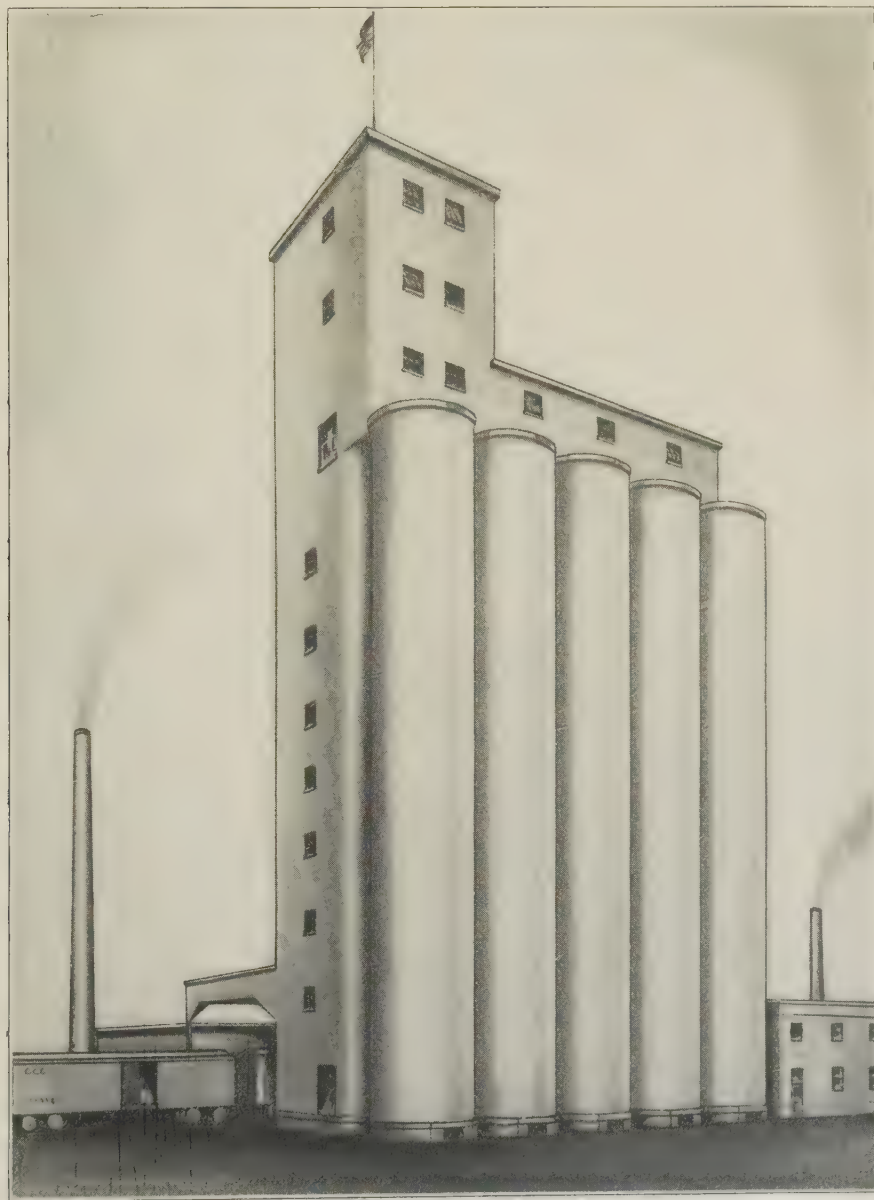
Since the London government demonetized gold the Chicago Board of Trade has been posting on a blackboard the 15 minute changes in the sterling exchange rate.

Portable Fumigating

A portable fumigating device is now in use by plant quarantine inspectors of the U. S. D. A. in fumigating freight cars upon entry into this country from Mexico at points which have no car fumigation house.

The apparatus consists of a container for liquid hydrocyanic acid, and as much as 10 lbs. of the gas may be quickly applied in a car with the use of an air pump and spray hose. In fumigating, the car is sealed on one side and the door is left slightly ajar on the other so that the spray rod and nozzle may be thrust thru the opening.

All those who breathe must keep away.



220,000-bu. Concrete Elevator of Acme-Evans Co., at Indianapolis

Amarillo's Grain Storage Facilities Increased

For the past few years Amarillo, Tex., has been making rapid strides as a primary grain market. Great prairies, formerly devoted to grazing cattle, have turned into waving fields of wheat and have proven their ability to produce large crops of grain. Acreages of both wheat and row crops have steadily increased in territory tributary to the capital city of the Panhandle, and with the growth of the grain trade has come a steady growth of storage facilities.

Latest among the new elevators at Amarillo is the 2,100,000 bu. reinforced concrete elevator of Burrus Panhandle Elevators, incorporating several new features of construction. This has been built by the Perry Burrus interests, which do an extensive grain and milling business in Texas and have plants at a number of points in the state. The new elevator, as is true of the Burrus elevator at Dallas, and the Burrus Panhandle elevator at Lubbock, is operated by the J. C. Crouch Grain Co. The Amarillo elevator is under the local management of J. R. Jones, doing a merchandising business as well as public storage.

The 2,100,000 bu. reinforced concrete elevator of the Burrus Panhandle Elevators at Amarillo is 806 ft. long, 40 ft. wide and has 128 tanks and pocket bins, and 96 interstice bins that extend upward 100 ft. from the slab. Between the two sections of tanks is the 20x36 ft. head house, rising 179 ft. Over the tanks on each side of the head house extends a Texas 14 ft. wide and 8 ft. high.

All cylindrical tanks are 19 ft. in diameter, which indicates the trend toward a greater number of bins for facility in handling a variety of grades and kinds of grain, and efficiency in mixing.

HEAD HOUSE: The head house is fitted with machinery for receiving wagon and truck wheat as well as carloads, having a truck scale and local wheat leg that dovetails into the operation of the carload receiving and shipping machinery.

The truck receiving shed is 12x20 ft. and 16 ft. high, adjoining the west side of the head house. Construction is frame, iron-clad. Its equipment includes an all steel truck lift, set on its foundation under the deck of a 20 ton dial truck scale. A wide steel grate extends over the mouth of the 1,000 bu. receiving sink. Grain is diverted to either side of the receiving sink by a butterfly valve. The sink is steeply hopped to feed by gravity into the 6,000 bu. leg.

THE CAR SHED covers two sinks at which two cars may be unloaded simultaneously. A heavy duty car puller spots the cars. Unloading is done with Clark power shovels. Grain falls thru two steel grates and is directed to a 28 in. receiving belt that conveys the grain to the 10,000 bu. lofting leg. The receiving belt is driven by a 7½ h.p. motor thru a Morse silent chain drive.

The power shovels are operated by 10 h.p. G.E. motors, thru Falk gear reduction sets instead of thru the customary system of chains and jack-shafts. This facilitates the handling of the shovels.

LEGS: The truck load receiving leg has a 21 in. rubber belt carrying 20 in. Salem buckets and has capacity for lofting 6,000 bus. per hour. It is steel and concrete cased, and is driven by a 30 h.p. inclosed motor thru a Morse silent chain and Link Belt roller chain drive.

The car loading, unloading and general purpose leg has a 26 in. 8 ply rubber belt carrying a double row of 12x7 in. high-

speed V type buckets on 8 in. centers and can loft 10,000 bus. per hour. It is driven by a 75 h.p. motor set between the steel encased up and down legs under the head. Transmission of power is by Morse silent chain from the motor to a jack-shaft, thence by a double roller chain to the head shaft.

Spouts from the heads of each of the legs direct grain into the 1900 bu. garner bin above the hopper scale, into by-pass spouts of 12 in. well casings around the scale to the cleaner on the next lower floor or into head house bins, or into spouting to the conveyor belts over the tanks. These telescoping spouts work on rollers.

Below the garner bin is a 2,500 bu. hopper scale with inlet and outlet valves that work on roller bearings. Below this is the spouting outlets to the 7 bins in the head house, spouts to the belt conveyors over the tanks, and the 14 in. well casing that leads to cars being loaded.

On the next floor below is a 4,000 bu. Eureka standardized separator with Buhler drive. This empties into either of two bins that hold a carload of grain each. The Buhler drive on this machine eliminates the vibration from eccentrics.

Switches are centralized on the work floor. Passage up and down thru the head house is made convenient with a continuous belt lift, driven by a 3 h.p. motor thru a Falk speed reducer.

In the Texas over each set of tanks is a 36 in. 6 ply rubber conveyor belt. Each of these is driven by a 50 h.p. G.E. motor thru a Morse silent chain. Self-propelling double trippers divert grain into bin openings.

Except for the trippers, conveying machinery at the bottom of the tanks is the same as at the top. Bin openings have steel outlets, and can be readily set so that grain may be conveniently mixed.

The conveyor tunnels are provided with doors at the far ends, and these may be opened to create a draft and ventilation under the house.

A break is provided in the south section of tanks, in which additional ventilator openings in both the Texas and the conveyor tunnel are provided, as well as room for an outside aerator for grain.

J. H. Johnson, formerly superintendent of the Burrus elevator at Dallas, is superintendent of the new house. He has a breadth of experience in handling terminal elevators that well equips him for the place. Happy Hoehn superintended the construction of the plant.

Photograph of the new elevator is reproduced on the outside front cover.

Wheat for Relief at Market Price

Demands from the drouth stricken areas of Montana and North Dakota for Farm Board wheat for feeding persons in distress has brought the announcement that the Board will make available for relief purposes to relief agencies wheat and cotton at the current market price, provided these agencies could show that arrangements had been perfected with mills or spinners to process the wheat or cotton.

Under the Agricultural Marketing Act the requirement is made that stabilization operations be so conducted as "to exert every reasonable effort to avoid losses and to secure profits." The Farm Board, therefore, cannot authorize the stabilization corporations to give away their stocks, even for charitable purposes.

Probably one of the best customers you have is one for whom you've saved some money. If there were ten commandments in business, one of them would surely be "Help your customer as you would have him help you—and he will."

Market Analysts Club Learns How Crop Reports Are Made

"What is a Crop Report, Why and How?" was the major subject before the regular meeting of the Chicago Grain Market Analysts Club, held Sept. 23. Mrs. S. H. Miller, B. W. Snow, Nat C. Murray, and H. C. Donovan, private crop reporters with enviable reputations, clarified the subject for the members and friends in attendance, following the usual appetizing dinner. Harvey S. Williams, pres. of the Club, acted as master of ceremonies.

B. W. SNOW, dean of private crop reporters, gave credit for the origin of crop reporting systems as now used officially in most of the countries of the world, to Orange Judd, publisher of the American Agriculturist, prior to 1860. After two or three years the work became so heavy that the service was taken over by the U. S. Department of Agriculture and officially inaugurated as a government service under the management of the late Jacob Richards Dodge. Mr. Snow said:

In its simplest analysis, crop reporting is merely an effort to secure information from territory beyond the range of personal vision. Its value depends entirely upon the judgment of local observers, each reporting only for the territory within the range of his own eyes, and each individual report given weight in accordance with the importance of the district reported for. The final report, therefore, is a composite picture of actual crop conditions over the whole area involved, based upon observations taken at exactly the same time.

Systematic crop reporting is essential in the conduct of nearly every modern business, because costs of production and distribution in the various branches of industry are dependent upon volume of production of raw materials and costs of living, as affected by food costs. It is necessary that information of this kind be had in advance of harvest, because every business executive must plan his business campaigns well in advance and he cannot do this unless he has some knowledge of probable crop results.

MRS. S. H. MILLER, red-headed lady crop reporter for Jas. E. Bennett & Co., whose earliest experiences in the crop reporting field dealt with cotton, concerned herself principally with an authoritative discussion of factors influencing the outturn on this major southern crop. She said:

The most important factor in any crop report is the reliability of the reporters supplying the data for the reports. For this reason all data for my grain reports are secured from grain dealers, mills and elevators and data for the cotton reports from cotton ginneries. I have found this class of correspondents, as a rule, deeply interested in the out-turn of the crops, they are well informed on all conditions in their territories and are thoroughly familiar with the commodities in question. We have between 5000 and 8000 of these correspondents and I rely exclusively upon the information furnished by them.

DR. GEO. SCHALLER, German consul at Chicago, was a surprise speaker, who told about the German agricultural conditions. He said:

German agricultural production equals in marks about what this country's production equals in dollars. Of course, we do not raise a surplus of many things as you do here, but we are none the less a highly diversified agricultural country, raising as much as we can of the things we need.

We have one of the highest import duties on wheat that exists. Rye is not nearly so well protected. This is encouraging the production of wheat, so that this year the acreage planted was 25% greater than a year ago. Wheat and barley acreage has been increased at the expense of rye and oats. It is much easier for us to influence our production of grains thru the tariff because we are an importing country.

A debenture plan is used on exports of rye and of poor quality wheat so that the world market losses are absorbed thru paper permitting free imports. This we could not do so successfully if we were a surplus producing nation.

NAT C. MURRAY, who entered private work after a number of years work with the crop reporting service of the U. S. D. A.,

I have found it to be helpful to carry sea-

While the prospective production of grain crops requires the major portion of attention, the prospective consumption of grain should be watched closely. Consideration should not only be given to pasture forage and other food crops but also to possible changes to some extent from one food to another occasioned by the shifting about of the industrial and other situations the world over.

A man is relieved and gay when he has put his heart into his work, and done his best; but what he has said or done otherwise shall give him no peace. —Emerson.

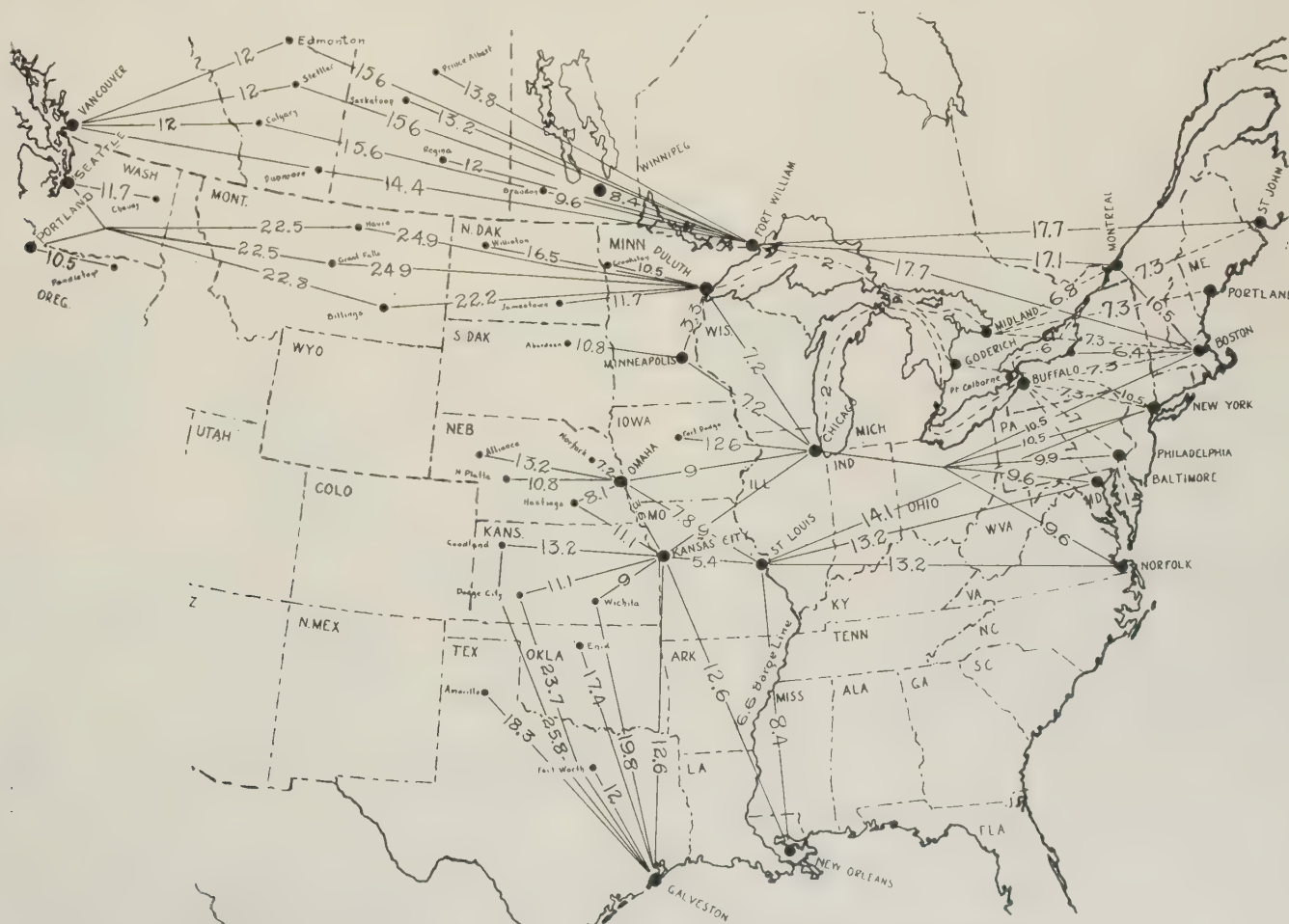
Interior points without competition pay higher rates, Fort Dodge, Ia., paying 12.6 cents to Chicago, against 9 cents from Omaha to Chicago.

The losses of all years of operation for the mill are:

	Bbbs. Mfd.	Loss	Per Bbl. loss
1925	336,884	\$182,606.78	.542
1926	336,779	313,097.70	.960
1927	287,213	203,562.12	.709
1928	329,683	270,724.21	.820
1929	363,047	84,293.24	.232
1930	311,701	79,041.73	.253

The figures for the first eight months of 1931 are:

Month	Per bbl. Loss	Loss
January	.648	\$20,409.23
February	.457	14,103.55
April	.257	8,915.65
May	1.658	48,210.38
June	2.077	72,071.78
July 1 to Aug. 10	.90	5,227.79



Freight Rates on Wheat in Cents per Bushel between Leading Markets

Patents Granted

1,824,653. Irradiated Ergosterine. Ernst Brauchli, Basel, Switzerland, assignor to Hoffman-La Roche, Inc., Nutley, N. J. A stable irradiated ergosterine preparation including a small quantity of a di-hydroxyl phenol as a stabilizing agent.

1,823,442. Bag Feeding Means. Henry B. Foulter, Glenbrook, Conn. In combination, two guide members providing a guide passage between them, and bag engaging plates slidably carried on one of the members and resiliently pressed edgewise toward the other guide member.

1,825,119. Motor Drive for Conveyor Rolls. Edward T. Mug, Pittsburgh, Pa., assignor to Crocker-Wheeler Electric Mfg. Co., Amper, N. J. The combination with a drum, of a motor supported therein on a fixed bracket extending into and terminating within the drum, of a speed reducer secured to the motor frame and connected to the motor and the drum for driving the latter.

1,824,858. Conveyor Apparatus. Warren K. Williams, Cuyahoga Falls, O., assignor to the B. F. Goodrich Co., New York, N. Y. The apparatus comprises a support, a flexible carrier adapted to slide against said support, said support and carrier having co-operating bearing surfaces one of which is of resilient rubber composition and one of which is grooved for passage of a lubricant.

1,823,597. Bag Feeding Means. Henry B. Foulter, Glenbrook, Conn. The feeder includes a plurality of members at least one adapted for relative translatable movement with respect to the other to engage a bag there between, and at least one member being movable to advance an engaged bag between said members, means for effecting said relative translatable movement, and means for effecting said bag advancing movement.

1,822,747. Bag Holder. Henry Richardson, Passaic, assignor to Richardson Scale Co., Clifton, N. J. The combination of a filling spout, co-operative bag-holding members supported exteriorly thereon adjacent to its discharge end, one of said members being moved axially of the spout to grip and hold a bag mouth between it and the other member, and yieldable toggle means for actuating the movable member to grip the bag mouth and to lock the member in gripping position.

1,821,983. Apparatus for Drying Grain. Nicolino Guimaraes Moreira, Limeira, Brazil. A central chamber in which the grain is placed and two side chambers, V-shaped struts connecting the two side chambers via the central chamber and a tube connecting the two side chambers directly, said tube containing a fan and crossing the central chamber, without any communication with the latter, the revolving fan generating an air current promoting the circulation of air thru the chambers.

1,822,513. Weighing Scale. Lawrence S. Williams, Toledo, assignor to Toledo Scale Co., Toledo, O. Combined with a lever mechanism and commodity receiver supported thereby are means for supplying said commodity-receiver, a cut-off for said supply means, automatic weighing and load indicating mechanism operatively connected to said lever mechanism, and means connected to said lever mechanism independently of said weighing and indicating mechanism for controlling said cut-off.

1,824,756. Conveyor. Geo. B. Welser, Jr., Milwaukee, assignor to Chain Belt Co., Milwaukee, Wis. A conveyor comprising parallel lines of sprocket chains formed of links having separated sidebars, and being pintle-connected, transversely arranged means for transporting material, such means being supported equally by both sidebars of the links that are arranged opposite each other in the lines of sprocket chain, and pins connecting the transporting means of the conveyor to links of the chains, such connections being slack.

1,822,749. Silent Chain. Charlie Carl Rothman, Indianapolis, Ind., assignor to Link-Belt Co., Chicago, Ill. An articulating joint for the links of power chains, which comprises a pair of pin elements each having a convex side and adapted for mounting in the links so that the chain stresses are transferred from one adjacent link to another by pressure on said convex sides, at least one of the elements being segmental in form and being mounted in the links with a substantial portion of the concave side unsupported whereby the arc of the segment is permitted to flex inwardly under load and shock.

1,825,475. Preparation of Mineral Feeds. Grover F. Pfeiffer, Quincy, Ill., assignor to Moorman Mfg. Co., Chicago, Ill. A device for forming a mixture of moistened mineral feed ingredients into granules, comprising an apertured die plate arranged in a substantially horizontal plane, means for forcing the mixture downwardly thru the apertures in the plate under pressure, means for limiting the length of the granules extruded thru the apertures, and means beneath the plate in closely spaced relation to the same for receiving the granules into which the mixture is shaped as it passes thru the apertures.

1,823,283. Bag-Filling Apparatus. Jacob J. Neuman, New York, N. Y. In packaging apparatus, means for filling a container, sealing mechanism spaced from the filling means, a conveyor for supporting and moving the filled container from the filling means to the sealing means, a common operating motor for the conveyor and sealing means, manually operable means for energizing the motor and operatively connecting the same with the sealing means, and means automatically controlled by the sealed container and operable after the container has been sealed to energize the motor independently of the manually operable means and continue the operation of the conveyor to discharge the sealed container therefrom.

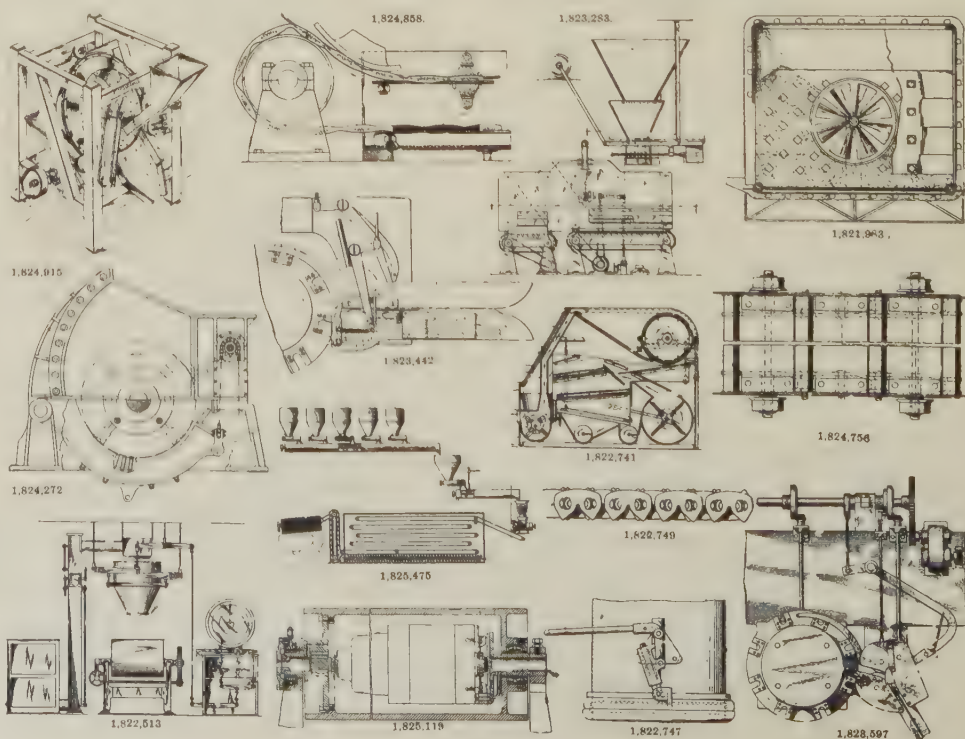
1,824,915. Grain Separator. John N. Mitchell, Strathfield, near Sydney, New South Wales. The separator is provided with a pan having an open mouth the walls of which mouth are reversely angularly inclined to the walls of the rear of the pan which are perforated, a frame on which the pan is adapted to be disposed angularly and to be rotatable thereon, whereby during the rotation of the pan light and coarse substances of the material fed to the pan will be discharged from the mouth of the pan and delivered from the apparatus, dust from the material will pass thru the perforated walls of the pan, and means associated with

the pan for receiving and discharging good grain from the apparatus.

1,822,741. Oat Huller. Edward Lorenzen, Marshalltown, Ia. The huller has in combination, a fixed closed hollow drum having a plurality of aligned longitudinal inlet ports and having another plurality of aligned longitudinal outlet ports spaced circumferentially from the inlet ports, said drum having on the inner circumferential wall of its lower half containing both sets of ports semi-annular ribs separating the inlet ports from the outlet ports longitudinally and having on the inner circumferential wall of its upper half obliquely disposed ribs arranged in oppositely directed rows to serve both as stripping means by impact for the unhulled grain and as inclined guides for directing the cleaned grain and separated hulls into said outlet ports, and a rotary driving and co-acting structure mounted in the drum to propel the unhulled grain around the interior of the drum along its inner wall to the outlet ports while contactingly stripping by impact the grain of its hulls, in coaction with the ribs.

1,824,272. Hammer Crusher. Chas. A. Jamison, Philadelphia, assignor to Pennsylvania Crusher Co., Philadelphia, Pa. In a hammer crusher, the combination with a casing having a crushing chamber with vertical side walls, a hammer-carrying rotor structure disposed within the same, a cage forming the bottom of the crushing chamber and co-operating with the hammers and a pivotal support normally occupying a fixed position for one end of the cage while the opposite end of the cage is susceptible to raising and lowering movements to adjust the surface of the same relatively to the path of the hammers, of supporting chains passing outside the side walls of the casing and connected to the movable end of the cage, sprocket wheels over which the chains pass also disposed outside the side walls of the casing; said side walls having external vertical flanges forming spaces for the reception of the sprocket wheels and the upper portion of the chains which pass over the same and horizontal flanges slotted for the passage of the chains, and a manually operable shaft journaled in the side walls and carrying the sprocket wheels.

The referendum on manufacture of light wines and beer proposed in a resolution adopted by the American Legion has been approved by the New Orleans Board of Trade, the New Orleans Stock Exchange, New Orleans Cotton Exchange, Louisiana Sugar & Rice Exchange, and the New Orleans Real Estate Board.



Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

ARKANSAS

Blevins, Ark.—The Mann grist mill has been leased by Wesley Smith.

Hardy, Ark.—An electric grist mill is being installed by C. E. Utley.

Malvern, Ark.—The Clem Milling Co. is now manufacturing a new feed for cows at its mill here.

Crossett, Ark.—The Crossett Mercantile Co. is replacing its recently burned grist mill with a new one.

Russellville, Ark.—R. K. Sewell has installed a feed mill, which he operates as the RKS Grain Mill, and is making a mixed dairy feed, using an automobile engine for power.

CALIFORNIA

Stockton, Cal.—The Stockton Hay & Grain Co.'s warehouse burned on Sept. 11; the building was valued at \$7,000 and the hay and alfalfa meal at \$18,000; covered by insurance. The warehouse probably will not be rebuilt until spring.

Corcoran, Cal.—E. B. Cutter, whose death was reported in the last number of the Journals, operated under the name of E. B. Cutter & Co. at San Francisco, and his son, George H. Cutter, is sole owner of the Cutter Grain & Milling Co., of Corcoran. There was no financial connection between the two firms.

CANADA

Medicine Hat, Alta.—Operations were started recently by the Gas City Milling Co., flour manufacturers.

Beausejour, Man.—The flour mill and creamery here burned on Sept. 21; loss, \$22,000; partly insured.

Victoria, B. C.—A \$1,000,000 addition to the plant of the Canadian Rice Mills, Ltd., is contemplated, it is reported.

Almonte, Ont.—W. R. Pierce has bot the flour mill and will continue to operate it under the old name, Almonte Flour Mills.

Therien, Alta.—The United Grain Growers' elevator, operated by A. Crowthers, burned about the middle of September; loss, \$20,000.

Prince Albert, Sask.—The Prince Albert Elvtr. Co.'s grain storage was damaged recently by fire; loss, \$16,000; 12,000 bus. of grain was destroyed.

Chatham, Ont.—The Kent Mills, a feed and chopping plant owned by O. W. Wilson and F. B. Stevens, were struck by lightning, on Sept. 15, and badly damaged by the resultant fire.

Erickson, Man.—An armed bandit held up Oscar Olsen, agent for the Searle Elvtr. here, and took \$945 cash from the company's safe, then escaped in a waiting car after threatening the agent.

Halifax, N. S.—The Harbor Commissioners are having a marine tower constructed at the elevator, capable of handling 15,000 bus. per hour from vessels, which will save days of delay for vessels and also eliminate the present switching charge from ship to elevator, the charge for elevation remaining the same. The new tower is expected to be ready to operate early in January.

Barrie, Ont.—A small feed mill, including a hot process molasses outfit, oat huller, mixer and a hammer mill, is being installed by the Barrie Flour Mills.

WINNIPEG LETTER

Winnipeg, Man.—The Reliance Grain Co., Ltd., does not seem to recognize a depression. Dividends of \$130,000 were paid out of profits of \$506,114 for the year ending July 31, 1931, compared with \$410,131 for the preceding year.

Winnipeg, Man.—Premier J. E. Brownlee, of Alberta, has been named a member of the board of the Manitoba Wheat Pool by Premier John Bracken, of Manitoba. Mr. Brownlee is also on the boards of the Saskatchewan and the Alberta pools.

Winnipeg, Man.—F. J. Anderson, pres. of the British American Grain Co. and Fort William Elvtr. Co., was killed, on Oct. 11, and E. S. Parker, vice-pres. of the Grain Exchange and a leading grain broker of this city, was injured when Mr. Parker's car turned over near Detroit Lakes, Minn.

Winnipeg, Man.—W. S. Newton on Oct. 10 took over the affairs of the E. J. Bawlf Co., Ltd., stock and grain brokers, after his appointment as provisional liquidator under the Dominion winding-up act. This action followed the suspension of the firm the previous day from the Winnipeg Grain Exchange and the Stock Exchange. The company has 15 branches in Ontario and the three prairie provinces.

Winnipeg, Man.—D. Campbell MacLachlan was the guest of honor at a banquet tendered by leading men of the Grain Exchange, on Sept. 26, just before his departure for Toronto to take over his new duties as general manager of the Maple Leaf Milling Co., Ltd. A handsome silver vase, with suitable inscription, was presented to him by Pres. Hayles, of the Winnipeg Grain Exchange, on behalf of his friends. Mr. MacLachlan has been the general manager of the Western Grain Co., Ltd., in this city.

COLORADO

Rocky Ford, Colo.—The storage capacity of the Garwood & Woodside Feed Co. has recently been increased.

Bartlett, Colo.—The Grain Belt Elvtr. Co. has let a contract to Chalmers & Borton for the construction of a 40,000-bu. concrete elevator.

Colorado Springs, Colo.—The Robinson Grain Co. held its annual Labor Day picnic at Monument Park, where all the employees and their families were the guests of the company. The elevator was closed and the entire day was spent in recreation, which of course included a fine picnic dinner, ice cream, cake, sodas and all kinds of "trimmings."

Denver, Colo.—It is reported that machinery and equipment of the Longmont Farmers Milling & Elvtr. Co. in Denver was seized by the manager of revenue, on Sept. 11, because of the reported nonpayment of \$37,709 in personal taxes. The company was said to be facing receivership proceedings in district court. Later reports are that Harry Zimmerhackle has been appointed receiver.

Julesburg, Colo.—A. R. Sapp recently sold the Julesburg Milling Co. plant, which has not been operating for some time, to C. E. Counce, who is overhauling it in preparation for operation.

ILLINOIS

Pinckneyville, Ill.—The Union Feed Mill sustained \$500 fire damage recently.

Clayton, Ill.—The feed mill of Ralph Moelling was recently moved to the C. Smith Bldg.

Minonk, Ill.—Arthur W. Hildreth recently installed an oat huller in his feed mill, power being furnished by a new 10-h.p. electric motor.

Bushton, Ill.—The elevator here owned by Wyeth & Hardin, of Charleston, burned Sept. 28, during the night; loss, \$15,000; covered by insurance.

Champaign, Ill.—Grain men of this section were scheduled to meet at the Inman Hotel, this city, on Oct. 13, where a 7 o'clock dinner was to precede the business meeting.

Petersburg, Ill.—The O. A. Carman elevator, formerly used for the storage of seed corn but in recent months as a garage and automobile repair shop, burned Sept. 28; loss, \$5,000.

Rushville, Ill.—The Rushville Farmers Grain & Livestock Co. is improving its elevator by building a new covered driveway in which will be constructed an electric truck dump.

Fairfield, Ill.—An extension has been built by C. E. Castle to his feed store and a new grinder installed.

Kansas, Ill.—Lester Fell has bot an interest in the Saxton Mill and feed business and is now in charge.

Ottawa, Ill.—Thieves broke into the elevator of the Ottawa Co-op. Grain Co. during the night of Sept. 18 and stole two sacks of corn, entrance being gained thru forcing open a door.

Gilman, Ill.—On Oct. 8 the grain trade of the Gilman section met at the Green Lantern, this city, for its monthly meeting, dinner being served at 7 p. m. and business discussions following.

Hume, Ill.—The Brocton Elvtr. Co., which has not handled coal for several years, will handle it again this winter. At an early date the company will also handle a complete line of feeds.

Washington, Ill.—The Washington Farmers Co-op. Grain Co.'s feed mill, badly damaged by fire recently, has been rebuilt and some improvements added, including a pneumatic air lift and a dust collector.

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Morrisonville, Ill.—M. J. Buscher & Son, feed dealers at Litchfield, who recently bot the Morrisonville Feed Mill from W. F. Langen, have opened an uptown store and will move the mill to the new location.

Eureka, Ill.—The Eureka Farmers Co-op. Ass'n has about completed the remodeling of its plant. A new concrete foundation was built under the east elevator, the old sills were replaced and new joists put in where needed.

Gibson City, Ill.—The farmers of Ford County have organized the Ford County Grain Ass'n, a nonprofit co-operative organization, operated for the mutual benefit of its members, to market and sell their products.

Kankakee, Ill.—The regular meeting of the grain trade of the Kankakee territory was held at McBroom's Restaurant, this city, on Oct. 7, at 7 o'clock in the evening, the business meeting being held after dinner was served.

Alton, Ill.—Mrs. Mary S. Milnor, of this city, mother of George S. Milnor, general manager of the Farmers National Grain Corp., died at her home recently. Besides her son George, Mrs. Milnor is survived by a married daughter.

Buda, Ill.—Wilson Green, 63 years old, was arrested about three weeks after the burning of the unused feed mill at the brick yard, reported in the last number of the Journals, on a charge of arson. He was believed to have set fire to the mill.

Osman, Ill.—I will not rebuild my elevator that burned recently [as reported in the last number of the Journals] as I did not have enough insurance to start an elevator. It was a total loss. Lightning was the cause.—C. B. Kirk (Mansfield, Ill.).

Pittsfield, Ill.—It is reported that L. C. King will probably assume the management of the M. D. King Milling Co., of which his father the late M. D. King, was head. The younger Mr. King has been identified with the business, having had charge of sales for the past year. M. D. King died in August.

Beardstown, Ill.—We are building a new elevator here with an additional capacity of 250,000 bus. After this is completed we will have a total capacity of about 850,000 bus. The capacity of our flour mill is 2,000 barrels daily, and our commercial feed plant 300 tons daily.—Schultz, Baujan & Co., by E. E. Schultz.

Prairie du Rocher, Ill.—The directors of the Farmers Elvtr. Co.'s elevator recently decided to close the elevator Sept. 19 and to keep it closed until such time as the board may decide to re-open. It is reported that it will not re-open unless there is a good corn crop with a market that will justify the company to handle it.

Camargo, Ill.—The Camargo Grain Co., Harry L. Kaga manager, is now building some extensive cribs to take care of the corn crop this fall and will then start work on its elevator. This place has been without an elevator this summer, since the burning of the only one here about a year ago, but Mr. Kaga has bot wheat and oats, loading it in the car from wagons.

Dalton City, Ill.—Several court actions have been brot against Homer Andrews, who last winter bot grain here and paid higher prices than competing elevator and grain men, because his checks were not honored by the bank on which they were drawn, on account of no funds on deposit to meet them. Two more suits were filed late in September, one on account of a check for \$81.60 and one for \$735.75, both given for grain bot last January and both returned because of lack of funds. Andrews was at one time located at Macon, later at Walker, Ill., later still operating an elevator under lease at Dalton City.

Kirkwood, Ill.—Ralph Wells, of Monmouth, has leased from the Second National Bank of Monmouth, the elevator at this point formerly operated by Louis Shauman, and has engaged George Hemminger to take charge of it. After some remodeling and painting, the elevator was opened on Oct. 1. If the trade warrants, a new dump will be put in and operation continued indefinitely.

Ashland, Ill.—U. J. Sinclair, manager of the Central Illinois Grain Co.'s office, was found unconscious in the company's garage, on Sept. 15, by members of his family who became alarmed when he did not return to his home for lunch. The garage doors had blown shut and the carbon monoxide gas got in its deadly work. He was rushed to a hospital for treatment, which fortunately came in time to revive him.

Kempton, Ill.—A hearing on exceptions filed by both parties to the master of chancery's report in the case of the Kempton Elvtr. Co. vs. McDermott and others was heard in circuit court at Kankakee on Sept. 22. The original suit, which was started two years ago, was a bill for an accounting, growing out of losses alleged to have come thru speculation during the managership of the elevator by A. J. Harquist, who, it was claimed, had given bond not to engage in such speculation.

Donnellson, Ill.—John M. Hampton's elevator burned at 2 o'clock a. m., Sept. 18; loss, about \$8,000; insurance of \$2,000 was carried on the contents and \$3,500 on the building; loss on feed in the warehouse was \$500 and the insurance \$300; 1,100 bus. of oats, 200 bus. of wheat, and 40 bus. of corn, a corn sheller and two motors, an air blast loader, scales, belting and shafting were all destroyed. The warehouse near the elevator was badly damaged but the office building was saved.

CHICAGO NOTES

Two Board of Trade memberships were sold on Oct. 10, one for \$6,500 and the other for \$6,000. The last previous sale was for \$7,000 net to the buyer.

James E. Bennett, senior partner of James E. Bennett & Co., has been made head of the grains and stocks group of the joint emergency relief fund of Cook County.

W. J. Byrnes & Co.'s brick stable was destroyed by fire, which spread to a wooden elevator nearby owned by the same company, and to two frame houses; total damage estimated at \$50,000.

The amendment to Rule 330 of the Board of Trade excepting grain to arrive from west of the Missouri River from the provisions of Rules 331, 332 and 333, was adopted by a big majority Oct. 7.

John P. Prather, grain broker, member of the Board of Trade for many years, died of paralysis at his home in this city Oct. 6, at the age of 58 years. His widow and a married daughter survive him.

John M. Simpson, on his 50th anniversary as a member of the Board of Trade, on Oct. 9, was presented with a basket of flowers by his fellow traders in the corn pit, John F. Barrett making the presentation.

Charles D. Clark, general counsel for the E. & O. R. R. and also pres. of the Calumet Grain & Elvtr. Co. has bot a tract of land at the intersection of E. 95th St. and the Calumet River, making a 5½-a. triangular site at this point to which Mr. Clark now holds title. The Calumet Grain & Elvtr. Co. has owned for many years the tip of the triangle on which at one time a grain elevator stood, destroyed by fire a number of years ago. It is rumored that next year one of the largest grain elevators in the world may be erected on this site.

The following have recently been admitted to membership in the Board of Trade: Albert M. Adams, John F. McGuire, Jesse D. Scheinman, Harris Hyman, Jr., Nelson A. Whitman, James L. Martin, James H. Wooldridge, Joseph Kahn, pres. Kahn Bros. Hay & Grain Co., and Lee H. Wagner, with Arcady Farms Milling Co., Chicago. Memberships transferred are: Wesley S. McClean, Estate of Frederick K. Pulsifer, Lewis K. Neff, John Y. Meloy, Jr., Charles F. Hanson, William F. Roberts, Issac W. C. Solloway, Henry F. Booth and Wirt D. Walker.

James P. Ryan is no longer associated with John E. Brennan & Co., but has gone into business on his own account, Carhart, Code, Harwood Co. taking care of the financial end. Mr. Ryan will do business in his own name and handle all shipments personally. He has been in the grain business for more than 34 years, ever since he was a boy. Starting with George H. Sidwell & Co. in 1897, he was with that firm for 17 years, until it retired from business, at which time he was a member of the firm, then he went with Logan & Bryan for two years, and was with Requa Bros. for the same length of time. For the past 13 years he has been with John E. Brennan & Co., handling corn and oats for the firm. He has been a member of the Board of Trade for over 17 years.

INDIANA

Waldron, Ind.—Lightning damaged the elevator of the William Nading Grain Co. recently.

New Albany, Ind.—The Zabel Milling Co. has changed its name to the Fleming Flour & Feed Co.

Ridgeville, Ind.—The Ridgeville Grain Co. is reported as having filed preliminary notice of dissolution.

Cynthiana, Ind.—Igleheart Bros. recently installed a new hammer mill at their elevator at this point.

Shelbyville, Ind.—The Farmers Elvtr. Co.'s elevator has just installed new machinery for manufacturing commercial feeds.

New Haven, Ind.—Fire of unknown cause damaged the elevator of the New Haven Thurman Equity Exchange on Sept. 8.

Coatesville, Ind.—Darnell Bros. are installing new totally enclosed dust-tight ball-bearing electric motor equipment in their elevator.—H.

Culver, Ind.—A grinding and mixing plant has been installed by the Culver City Grain & Coal Co., including a custom mill, feed mixer, corn sheller and feeder.

Greenfield, Ind.—Final notice of dissolution has been filed by the Greenfield Milling Co. The company sold its elevator last spring to the Hancock County Farmers Co-op. Ass'n.

Rockport, Ind.—A. E. Shrode, who purchased the Bluff City Flour & Feed Mill from Miller Bros., of Owensboro, Ky., has had the building remodeled into an up-to-date mill and is now operating it.

Foresman, Ind.—The office of the Foresman Elvtr. that burned recently, as reported in the last number of the Journals, is being rebuilt and other improvements made. Robert Alexander is the owner.

Hatfield, Ind.—The elevator and corn crib owned by the Cadick Milling Co. has been completely rewired and all electrical equipment remodeled. The work was done under the supervision of the mill mutual insurance companies.—H.

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Odon, Ind.—The Odon Milling Co. has installed a new truck dump at its mill.—H.

Oxford, Ind.—The Oxford Grain Co.'s elevator was threatened by fire on Sept. 21, when a motor became overheated due to a short circuit in wiring. The fire was extinguished with but little damage.

Liberty, Ind.—Thomas McCoy has installed electro-magnetic separation at the head of his grinding equipment and sheller in his elevator, which is also being wired for electric light, and all work is going in in rigid iron conduit.—H.

Radnor, Ind.—The elevator at this point owned by Whiteman Bros., of Delphi, burned to the ground early Sunday morning, Sept. 20; loss, \$15,000; partly insured; about 1,500 bus. of grain burned also. The owners are undecided as to rebuilding.

Indianapolis, Ind.—Noah W. Miller, head of Miller Grain Co. until a few years ago when he retired on account of his health, and member of the Board of Trade, died Sept. 17, at the age of 81 years. He was engaged in the grain business for over 35 years.

Rensselaer, Ind.—After 25 years of service with the W. C. Babcock Grain Co., D. E. Grow has severed his connection with the grain business and will take care of his interests at the office of Grow-Leopold & Co., with which firm he has been connected for several years.

Poseyville, Ind.—George Couch & Sons are installing a new automatic wagon dump in their elevator. Wayne Price and Earl Fletchall are operating a feed store and feed mill in this elevator. They have just completed the installation of a new hammer mill and electric power to drive same.—H.

Fowler, Ind.—William F. Starz, aged 73 years, retired elevator owner, has become insane and has been taken to the Stern Sanitarium, Indianapolis. He is one of the best known citizens of this town. His brother and son-in-law operate the W. F. Starz & Co. elevators, at Fowler, headquarters, and at Barce, Dunn and Wadena, Ind.

Salem, Ind.—The Farmers Produce Co., whose building was badly damaged in the fire that burned the Cauble Grain Co.'s mill and elevator (reported in the Aug. 26 Journals), has completed repairs to its main building and also has erected a 30 x 36 addition which will be used to house its mill. It is of tile and cement, with metal roof.

IOWA

Ankeny, Ia.—The Wagner Grain Co.'s elevator was recently damaged by a tornado.

South English, Ia.—Joe Bell is now operating as owner the Oscar Brubaker Feed Mill.

Center Point, Ia.—L. J. Dennis has purchased a Newell Electric Truck Dump and a dump scale from the Newell Const. & Mch Co.

Muscataine, Ia.—The McKee Feed & Grain Co. is erecting a 5,000-bu. storage addition to its mill, to be of stucco construction, 14 x 30 feet.

Martelle, Ia.—The Farmers Elvtr. Co. recently installed a hammer mill and feeder, the Newell Const. & Mch. Co. having the contract.

Swea City, Ia.—The Swea City Feed Mill, L. O. McNeil manager, was shut down a few days late in September in order to get a good overhauling.

Council Bluffs, Ia.—Two cars of wheat and one of oats at the Trans-Mississippi Grain Co.'s elevator were badly damaged by fire at 10:30 p. m., Sunday, Sept. 13.

Coon Rapids, Ia.—We painted our elevator and put in a new Jay Bee Feed Grinder the past year. Business is good.—W. M. Grettenberg Grain Co., Wm. Grettenberg.

WANTED

We pay CASH for idle flour and feed mills, elevator machinery, etc. For sale: Number of used mixers, corn cutters, graders.

H. C. DAVIS MILL MACHINERY
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Kalona, Ia.—The Kalona Elvtr. Co. has been sold by Gordon Engstrom to David Marner and Joe Miller, who have taken possession. Mr. Miller will manage the business.

Kelley, Ia.—Lightning struck the elevator of the Kelley Grain Co. on Sept. 24, setting fire to the building. But little damage was done as the fire was soon extinguished, probably by the rain.

Moville, Ia.—Thieves broke into the Sanborn & Co. office taking five gallons of oil and stealing the car of the bookkeeper, Lloyd Barnes. The car was later found in another part of town.—A. G. T.

Des Moines, Ia.—The Owens Grain Co. was placed in the hands of a receiver for the protection of creditors and the office has been closed for several weeks. The liabilities are said to exceed the assets.

Calamus, Ia.—Ellis J. Mueller, sec'y and accountant for F. Mueller & Sons Co., is back from the Jane Lamb Hospital at Clinton, having recovered from a recent operation, and is back on the job again.

Jordan, Ia.—A glass door of the store operated by A. Sterner & Co., local grain merchants, was broken by thieves, who obtained merchandise and a small collection box with a few pennies for a boys' home.—A. G. T.

Fort Dodge, Ia.—The Farmers Elvtr. Co. has added a feed mixer, having a capacity of one ton, for mixing poultry, hog and dairy feeds after its own formula. These feeds are sold under the registered trade name of Felco.

McGregor, Ia.—Dan Ray, manager of the Mendon Township Farmers Shipping Ass'n, has been made manager of the former Fred Bell Grain Co.'s grain and coal sheds and equipment recently purchased by a group of farmers.

Larchwood, Ia.—J. B. Bratcher, former manager of the Larchwood Elvtr. Co.'s elevator, has been held on criminal charges, that of embezzlement of elevator funds, but entered a plea of not guilty and asked that charges against him be quashed.

Cambridge, Ia.—Both of our elevators at Cambridge were struck by lightning [on Sept. 18] but not fired. Considerable damage was done to buildings, but we have them now fully repaired. Insurance was carried.—Farmers Grain Co., C. M. Webb, mgr.

LeMars, Ia.—The Plymouth Milling Co., whose elevators have 180,000 bus. of storage room, has been given a U. S. license and made a bonded warehouse for the storing of wheat, and 17 carloads had been received from Omaha by Oct. 1, the grain being part of the holdings of the Federal Farm Board.

Remsen, Ia.—The Farmers Co-op. Elvtr. Co.'s elevator burned Oct. 7; loss, \$16,000; partly covered by insurance. A carload of wheat, a carload of barley three carloads of corn, a carload of oats, a large quantity of flour and other commodities were burned. The fire was that to have been caused by lightning.

Sioux City, Ia.—The 250,000-bu. addition to the Great Northern Railroad Co.'s elevator, leased by the Flanley Grain Co., is now receiving wheat. This addition, which was started in July by the Burrell Engineering & Const. Co., gives the elevator a total capacity of 500,000 bus. The truck dump has a capacity of 3,000 bus. per hour.

Fenton, Ia.—A four-bladed blower fan on Mr. Wear's hammer mill broke, on Sept. 29, and struck John Taylor on the legs below the knees, breaking both of them and so badly lacerating one that it was doubtful if it could be saved. He was taken to the Kossuth Hospital in Algona, where it was that he would recover. He is 64 years of age.

Fort Dodge, Ia.—The board of directors of the Farmers Grain Dealers Ass'n of Iowa met with Mark Thornburg, sec'y of agriculture, and his assistant, in the ass'n's offices in the First State Bank & Trust Bldg., in this city, on Sept. 15, to discuss the warehouse law and intermediate credits to be used in the farmers' campaign for higher corn prices.

Cedar Rapids, Ia.—The Wilder Grain Co. is the new name of the former Wilder-Murrell Grain Co., with its principal place of business in this city. Articles of incorporation have been filed, extending and renewing the corporation for 20 years; capital stock, \$25,000; board of directors: S. W. Wilder, pres.; Bertha L. Wilder, sec'y-treas.; Ben H. Witwer, and L. Benedict.

Minden, Ia.—The Minden elevator which has stood idle since the collapse of the Farmers Savings Bank has been purchased from the receiver by a recently organized company, known as the Diamond Grain & Coal Co., and is now doing business. The company is composed of John Reimers, Max Lund, Julius Stuhr and Arnold Dollen, all well known in Minden and vicinity. The elevator was formerly operated by L. Ehlers, but about four years ago was taken over by the Farmers Savings Bank and was run by that institution until this spring, being closed when the bank passed into the hands of a receiver.

Marengo, Ia.—The 12,000-bu. elevator under construction for James Blake, of Cedar Rapids, to replace the elevator, formerly operated by the Bailey Grain Co., that burned in May, is to be of frame construction, covered with galvanized iron, and is to be up-to-date in every way, the equipment to include a dump in addition to the latest feed mill machinery, completion to be by November. A new firm, the Marengo Grain Co., has taken over the business of the Bailey Grain Co. Mr. Bailey will continue to act as manager. Until the new building is completed the office and feed warehouse will remain in the Hogan Bldg.

KANSAS

Attica, Kan.—Potter Bros. have installed a roller mill in their feed store.

Walton, Kan.—Windstorm damaged the elevator of the Walton Elvtr. & Supply Co. on Sept. 20.

Newton, Kan.—Windstorm slightly damaged the mill plant of the Consolidated Flour Mills Co. on Sept. 21.

Mapleton, Kan.—Roy B. Britton, a grain dealer and lumberman, died at his home here, Sept. 27, at the age of 61 years.

Hutchinson, Kan.—The Commander-Larabee Corp.'s 2,000-barrel mill that has been closed for some time is being re-opened.

Hutchinson, Kan.—A com'ite of three has been appointed to investigate the feasibility of building a new home for the Hutchinson Board of Trade.

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THE GENERAL STORAGE CO.

Broadway and E. 15th St., Cleveland, O.

Copeland, Kan.—We will rebuild our elevator, replacing the one that burned Aug. 27, with 50,000 bus. capacity.—Richardson Grain Co., by Fred Simmons, mgr.

Corning, Kan.—James Graft, of Havensville, Kan., has leased the Farmers Union Elvtr. Co.'s elevator and is having it repaired and made ready for fall business.

Hutchinson, Kan.—A Hutchinson office was recently opened by the Mensendieck Grain Co., of Kansas City, in charge of M. T. Moritz, formerly with Wolcott & Lincoln.

Sylvia, Kan.—On Sept. 20 the roofs on both tanks of the Consolidated Flour Mills Co. were laid over by wind and a five-inch rain put considerable water into the grain.

Stafford, Kan.—The roofs on the elevator and the steel grain tanks of the Consolidated Flour Mills Co. were turned up by the wind on Sept. 20 and a heavy rain wet the grain.

Coffeyville, Kan.—The roof of the south section of the mill of the Rea-Patterson Grain Co. was raised several feet recently and a larger meal grinding machine installed also.

Buhler, Kan.—J. C. Regier, manager of the Buhler Mill & Elvtr. Co., was fortunate in escaping serious injury when his car collided with a motor truck recently, altho his car was badly damaged.

Goodland, Kan.—If a suitable site can be secured, L. C. Pierce, who recently sold his interest in the St. Francis Milling Co., feed and flour manufacturers, of St. Francis, Kan., will build a mill here. He contemplates completion before cold weather.

Atchison, Kan.—Horner & Wyatt are handling the engineering on the 100,000-bu. elevator addition being erected for the Blair Milling Co. by the Ryan Const. Co. This is the fourth construction job that Horner & Wyatt have handled for the Blair Milling Co.

Parsons, Kan.—The Parsons Mill & Elvtr. Co. is building a new warehouse, 48 x 64 feet, one story high, with a driveway in the middle. The walls and floor will be of concrete and the roof of iron. This company manufactures six lines of poultry and livestock feeds.

Dodge City, Kan.—The Brooks Grain Co. is a new concern here. Recent new members of the Board of Trade include the Owens Grain Co., of Hutchinson; the membership of Clyde Caudell has been transferred to George Ferguson, and that of Jack Carrigan to Bob Smith.

Severy, Kan.—The Severy Mill & Elvtr., owned by P. Ludvickson & Co., burned early in the morning of Sept. 21; building and machinery were valued at \$13,000; 2,500 bus. of grain, some feed and salt were also destroyed; partly insured. The elevator will probably be rebuilt this fall.

Beloit, Kan.—A change has been made in the plan of operation of the Beloit Milling Co., R. J. Fittell having leased the milling end of the business, Carlton Sheldon retaining the grain buying department. Both the grain and milling business will be operated under the name of the Beloit Milling Co. as in the past. Mr. Fittell has been associated with the mill for 25 years, and Mr. Sheldon assumed the duties of general manager more than a year ago.

KENTUCKY

Hardinsburg, Ky.—The Hook Milling Co., incorporated; capital stock, \$5,000; incorporators: H. M., T. J. and Lillian Hook.

Marion, Ky.—The Marion Milling Co., Inc., has completed its new mill that replaces the plant burned last fall, opening for operation early this month.

Elizabethtown, Ky.—Elizabethtown Feed & Coal Co. is the new name of the former Elizabethtown Milling Co., which has been purchased by Wood Vaughn, who will operate the plant himself.

Wilmore, Ky.—T. L. Cox, of Texas, Ky., has bot R. P. Ison's grist mill, which has been in operation here for a number of years. The mill has been given a general overhauling and is now doing all kinds of grinding.

MARYLAND

BALTIMORE LETTER

Edward L. Davis, member of the grain exporting firm of Gill & Fisher, is at the Union Memorial Hospital for treatment.—R. C. N.

Milton A. Smeak, chief flour inspector of the Chamber of Commerce, has recovered from his recent illness and resumed his duties.—R. C. N.

Yates Penniman, chairman of the board of the National Marine Bank of this city, who began his business career with the grain firm of Barker & Fisher, died Sept. 28, aged 78 years.—R. C. N.

Wheat exports from Baltimore during the first nine months of the calendar year amount to 8,167,747 bus., compared to 6,007,175 bus. shipped abroad during the corresponding period of 1930.—R. C. N.

The first shipment of wheat under the agreement to exchange wheat for Brazilian coffee was made from this port per steamship "Marthara" which cleared Sept. 30 for Santos with 240,000 bus.—R. C. N.

Clinton B. Gray, who, for the past 15 years, has been reporting the passage of vessels past Cove Point on the Chesapeake Bay for the Maritime Dept. of the Baltimore Chamber of Commerce, died at his home in Annapolis, Md., Sept. 29.—R. C. N.

MICHIGAN

Olivet, Mich.—A feed mill has been opened by the Jewell Coal Co.

Fenton, Mich.—The coal shed of the Michigan Bean Co. was blown over on Sept. 13.

Vassar, Mich.—Lightning slightly damaged the flour mill plant of Hart Bros. recently.

Dutton, Mich.—The new feed plant of F. Warners held its two-day opening recently.

Vernon, Mich.—Vernon Elvtr. Co., incorporated; capital stock, \$25,000; to conduct an elevator business.

Hudson, Mich.—Paul Krieble has opened a new feed mill for the grinding and mixing of all kinds of feed.

Quincy, Mich.—The McKenzie Milling Co. is now operating on a 24-hour basis for the first time in several years.

Reed City, Mich.—The Kent Elvtr. Co. has exchanged its feed mixer for a larger machine having double the capacity of the old one.

Charlotte, Mich.—The L. H. Shepherd Grain, Bean & Milling Co. contemplates installing a separator, a wheat scourer and polisher, rolls, mixing reel and mill.

Battle Creek, Mich.—A. K. Zinn & Co. have taken over the ownership and operation of the old Galesburg flour mill formerly operated by A. K. Zinn and J. F. Austin.

Detroit, Mich.—Golden Health Food Co., incorporated; capital stock, \$10,000; incorporators: R. J. Barrow, G. M. Barrow and Leon M. Siroon; to handle fruit as well as grain.

Lapeer, Mich.—A flour and grist mill is being established by Elgin Turnbull, former city manager, in a building formerly used as a gate factory, which is being remodeled. Modern grinding machinery will be installed during the next two months, and the mill is expected to be opened about Dec. 1.

Brown City, Mich.—The firm name of the Almont Elvtr. Co. (which formerly operated an elevator at Almont, Mich., also) has been changed to the Brown City Elvtr. Co. The Bishop Elvtr. Co. is now the only operator at Almont.

Turner, Mich.—We have purchased the elevator located at Turner from the Saginaw Milling Co. [formerly operated under the local name of the Turner Elvtr. Co.] Have installed new bean cleaner, Jay Bee Hammer mill and completely overhauled the plant.—Kawkawlin Bean & Grain Co., by J. E. Martindale (Kawkawlin, Mich.).

Muliken, Mich.—Albert E. Lawrence, who at one time was part owner of an elevator at this point, was taken ill while on an auto trip thru the West and died at Seattle, Wash., about the middle of September. Mr. Lawrence, who moved to Detroit a number of years ago, was 62 years of age. His wife, who was seriously ill at the time of his death, and one son survive him.

Detroit, Mich.—The Michigan Grain & Feed Co. incorporated Dec. 18, 1930, filed notice of dissolution with this office [Dept. of State, Lansing, Mich.] Mar. 31, 1931. The officers were Wm. H. Bouma, pres.; A. Frank Sparks, vice-pres.; Bigham D. Eblen, sec'y, and Purl C. Gilbert, treas. There was a paid-in capital of \$1,300.—Frank D. Fitzgerald, Sec'y of State (Lansing, Mich.).

MINNESOTA

Appleton, Minn.—W. J. Jennison Co. sustained damage to its electrical equipment on Sept. 17.

Duluth, Minn.—We closed our Duluth office Sept. 1.—Becher-Barrett-Lockerby Co. (grain commission).

Franklin, Minn.—J. H. Anderson's elevator was damaged by fire, on Sept. 12, with loss estimated at 75%.

Cannon Falls, Minn.—Leslie Johnstone, of Waseca, has taken over the management of the elevator at this point.

Atwater, Minn.—The old elevator which of late years has been occupied by the Atwater Grain Co., is being wrecked.

Luverne, Minn.—H. C. Hale, of Spencer, Ia., has succeeded Henry Hanson as auditor for the Davenport Elvtr. Co., Mr. Hanson having resigned after serving in that capacity for over 40 years.

Duluth, Minn.—Members recently elected to the Board of Trade are M. P. McGraw and M. R. Devaney, both with the Occident Elvtr. Co., and the Powers Elvtr. Co. of Minneapolis. Memberships transferred: T. C. Mac Innis and F. T. Hurley.

Otisco, Minn.—C. W. Nelson, of Ellendale, has leased the Farmers Elvtr. Co.'s elevator and has taken possession. He is installing up-to-date machinery and making other improvements to the property. His lease is for one year with the privilege of buying at the end of that time.

Green Valley, Minn.—A grain dust explosion is reported as having occurred at the Monarch Elvtr. Co.'s elevator in September, seriously injuring the manager, George Lammell, who was burned about the arms, head and back. William Markell was slightly burned. At last report both men were recovering.

Wheaton, Minn.—M. Hanson has taken over the interest of his partner, S. F. Walsted, in the Wheaton and Dumont elevators which have been operated under the firm name of Hanson & Walstad, and will hereafter be known as the M. Hanson Elvtrs. Mr. Walstad has taken over the Hanson & Walstad elevator at Sacred Heart, Minn.

MINNEAPOLIS LETTER

The Cargill Elvtr. Co. has filed articles to increase its capital stock from \$4,000,000 to \$6,000,000.

Among applicants for membership in the Chamber of Commerce is C. F. Burdeau, of Duluth, grain futures solicitor for F. S. Lewis & Co., of Chicago.

The elevator of Spencer Kellogg & Sons, Inc., was damaged and two warehouses of the Minnesota Transfer Storage Co., Inc., of St. Paul, were destroyed in a fire on Sunday night, Sept. 20.

GEO. E. GANO

Hutchinson, Kans.

GRAIN

Merchandisers

Operators of Country Elevators and
a 2,000,000 bus. Terminal Elevator

Re-inspection of the grain in Elevator M has refuted the charges that No. 2 and No. 3 wheat had been graded into the house as No. 1. All the wheat inspects No. 1.

The F. M. Davies Co. is out of business. This company, an old, established grain commission firm, was reported in the Aug. 12 Journals as in the hands of a receiver.

The Bartlett-Frazier Co. of this city has changed its name to Parsons & Co. As reported in the July 22 Journals, the local commission business of the Bartlett-Frazier Co. was taken over by the Cargill Commission Co., which continued the old name until very recently.

Carl C. Johnson, well known to the feed trade of this city, on Sept. 25 was found dead at his home. Mr. Johnson, who was 44 years of age, had recently entered the jobbing business on his own account, previous to which he had been assistant buyer for the International Sugar Feed Co. for about two years. His widow and two children survive him.

New officers recently chosen at the election of the Chamber of Commerce are as follows: Pres., H. G. Dickey; second vice-pres., A. F. Owen. The following were elected as directors: F. J. Seidl, J. C. Wyman, E. E. Mitchell, G. K. Labatt and H. J. Moreton. Board of arbitration: E. S. Ferguson, F. B. Carr and R. J. Healy. Board of appeals: C. G. Williams, R. C. Woodworth and P. C. Rutherford.

The Commander Milling Co. recently ordered for its mill in this city three 800-h.p. diesel generating units complete with auxiliary equipment including engines, alternators, motor generator sets, 10-panel switchboard, air compressors and tanks, centrifuge and oil treating equipment, fuel oil equipment, water cooling pump, etc., from Fairbanks, Morse & Co., together with complete engine room of brick construction, 80 x 42, with 20-foot ceiling. Included in this contract are two 500-h.p. synchronous motors for direct connection to the main shaft of the mill thru magnetic clutches, giving complete electrification and permitting operation of either of the shafts, or both of them, from any combination of power units in the engine room.

MISSOURI

Salem, Mo.—A feed mill is being installed by Mr. Hughes in a building on Highway No. 32.

Rocky Comfort, Mo.—O. W. Schell and son Merle have installed a new hammer mill in the lumber yard building and are now doing all kinds of grinding.

Lamar, Mo.—The McDaniel Milling Co. is installing a cornmeal mill, having a capacity of 200 pounds a day, at its plant here which includes the Lamar Elvtr.

St. Louis, Mo.—Daniel S. Mullally, sec'y of Langenberg Bros. Grain Co., and his wife were in an automobile accident recently when their car ran into a bridge.

Saint Peters, Mo.—William Ohmes, Jr., is the new manager of the Farmers Co-op. Elvtr. Co.'s elevator, succeeding Emil Marheineke, who has had charge of the elevator since 1916, when the company was organized.

Carthage, Mo.—C. M. Harr and J. P. Hamer, who purchased the Lakeside Mill, on Center Creek, southwest of Carthage, in July, have completed remodeling the mill and started flour milling operations late in September. Feeds will also be manufactured.

Knight, Mo.—The elevator of the Cowgill Flour Mills, Inc., burned on Sept. 25, the fire resulting from backfire from the engine. Motors had recently been purchased to replace the engine but had not yet been installed. Loss, about \$5,000; 3,500 bus. of grain burned with the elevator.

St. Louis, Mo.—At a recent trustee's hearing before Referee in Bankruptcy Walter D. Coles, in the matter of the Luehrmann Grain & Milling Co., Irving F. Luehrmann, pres. of the company, testified that he drew \$8,000 from the assets of the company a few days before a voluntary petition in bankruptcy was filed last June, which amount he claims was due him and other members of his family for salaries.

St. Louis, Mo.—W. F. Walter, for the last 15 years sec'y of the Dreyer Commission Co., feed brokers of this city, is the owner and manager of the new Walter Sales Co., formed to handle the distribution of a poultry tonic and a poultry germicide. The Dreyer Co. has been handling this tonic, but on account of the increasing volume of the company's millfeed business, it was thought necessary to form a separate company to handle the former.

KANSAS CITY LETTER

The local offices of the Quaker Oats Co. have been moved to the Business Men's Assurance Bldg. on Pershing Road.

The L. C. Worth Commission Co.'s hay and grain storage building, owned by Armour & Co., in North Kansas City, burned on Oct. 8; loss on building \$25,000, and on contents \$5,000.

Plans for opening offices in this city have been given up by the Cargill Grain Co., of Minneapolis, it is reported, and its recently purchased membership in the Board of Trade has also been given up.

Recent applicants for membership in the Board of Trade include Geo. F. Stewart, of Goffe & Carkener, Inc., on transfer from the late H. J. Dffenbaugh, and L. S. Myers on transfer from I. V. Seymour, the price of the latter membership being \$5,575 including the transfer fee of \$500.

The addition to the Norris Elvtr. of the K. C. S. R. R., operated by the Norris Grain Co., was completed and put into operation the last week in September. The addition consists of 1,000,000 bus. storage plus a workhouse with a 20,000-bu. turning leg, which gives the house a total of 3,000,000 bus. capacity. Horner & Wyatt designed and supervised construction.

Kansas City, Kan.—It was announced late in September that Commissioner Cooke had been negotiating with representatives of a firm of eastern grain elevator interests for a 99-year lease on the city levee property at the mouth of the Kaw River, long used as a city dump. The city leased the ground to the Woods Bros. Corp. five years ago for industrial development but later canceled the lease.

The Knight Grain Co. is a new company formed by J. J. Knight, former manager of the Equity Union Grain Co., a unit of the Farmers National Grain Corp., and a number of the other employees of the Equity who resigned at the same time Mr. Knight did (as reported in the Sept. 9 Journals). Mr. Knight has filed notice for change of his membership in the Board of Trade to the Knight Grain Co.

MONTANA

Columbus, Mont.—S. O. Scott, formerly manager of the Farmers Elvtr. Co.'s elevator at Broadview, Mont., is the new manager of the Farmers Elvtr. Co.'s elevator here.

McElroy, Mont.—The Farmers Equity Elvtr. Co.'s elevator has been closed for this year, on account of the total failure of the wheat crop.—F. G. Welsh, former manager.

Lewistown, Mont.—The Montana Elvtr. Co. bid in the property of the defunct Judith Milling Co., including the mill at Hobson, and four elevators, for \$8,500, subject to the approval of the referee in bankruptcy.

NEBRASKA

Seward, Neb.—John Herrold has bot the Nye & Jenks Grain Co.'s elevator at this point.

Omaha, Neb.—The Nebraska Farmers Elvtr. Ass'n will meet in this city, Oct. 22-23, at the Rome Hotel.

Cozard, Neb.—The Allied Mills, Inc., will rebuild at once their alfalfa mills that burned early in September.

Hemingford, Neb.—The Farmers Union Elvtr., James Rasmussen manager, has installed a sixfoot airlift dump.

Graf, Neb.—Ed Pulver, manager of the Farmers Grain Co.'s elevator, recently injured his hand slightly but blood-poisoning developed and his arm became badly infected. At last report the doctor was successfully treating the trouble.

Kearney, Neb.—Plans are being made by local men to organize a company, capitalized at \$100,000, for the erection of a flour mill.

Omaha, Neb.—The Nebraska Grain Dealers Ass'n will hold its annual meeting in this city on Tuesday and Wednesday, Nov. 3 and 4, at the Hotel Fontenelle.

Bruning, Neb.—The mill of the Bruning Mill & Elvtr. Co. opened recently after being put into first-class shape. Feed grinding and flour manufacturing is done.

Haigler, Neb.—J. P. Morrison, who has been managing the Haigler White Rose Flour Mills for the past year, has bot the mills from W. H. Fross, former owner.

Niobrara, Neb.—The Farmers Union Elvtr. has reopened for business, after being temporarily closed for a few weeks, with Curtis Cook, new manager, at the helm.

Beemer, Neb.—The Edwin Albright Co., lumber, grain, and coal, has closed a deal whereby it takes over the Nye & Jenks Lumber, Grain and Coal Co.'s elevator here.

Lodgepole, Neb.—The Farmers Co-op. Elvtr. Co. is the name of the new company that recently purchased Paul E. Smith's elevator, and Chester M. Adams is the manager.

Polk, Neb.—Carl Steelquist, former sec'y of the company, is now manager of the Farmers Co-op. Grain Ass'n's elevator. W. A. Carnine, former manager, recently resigned.

Hampton, Neb.—Charles Peitch has been retained as manager of the Farmers Elvtr. Co., which recently bot the T. B. Hord Grain Co.'s elevator here, as reported in the last number of the Journals.

Lincoln, Neb.—The Gooch Milling & Elvtr. Co.'s plant was struck by lightning during a severe electrical storm Sept. 18, insulation being burned off wires and an electric starter box damaged, but there was no fire.

Greenwood, Neb.—The Farmers Union Co-op. Ass'n has bot the Peters Grain Co.'s elevator, which has been operating for six years. The former company has been handicapped for room since it was forced to dismantle part of its elevator last year when the highway was widened.

Omaha, Neb.—The largest bond said to have ever been received by the State Railway Commission was filed recently by the Cargill Grain Co., being for \$3,515,000. It was filed under the new state warehouse grain storage law, which restored jurisdiction over grain storage in warehouses to the State Railway Commission.

Fremont, Neb.—Final acceptance and approval of the new 500,000-bu. addition to the National Grain Corp.'s Elvtr. "B" was made on Sept. 12, after completion of the installation of machinery. The building contract for this addition, which was designed by Horner & Wyatt, was awarded on June 23 to the Jones-Hettelsater Const. Co., which completed its work on Aug. 26.

Nebraska City, Neb.—An addition has been made to the mill of the G. E. Conkey Co., manufacturers of poultry, dairy and stock feeds, at Conkeytown, a suburb of Nebraska City, new machinery installed and the sales force augmented in order to take care of the increased demand for poultry products. In addition to this mill, the Conkey Co. has large investments in plants at Toledo, O., Cleveland, O., and Dallas, Tex., and maintains warehouses at Kansas City, Omaha, Atlanta, Tampa and a number of other points.

NEW MEXICO

Clovis, N. M.—The Clovis Mill & Elvtr. Co. is erecting a warehouse near one of its elevators, to be 25 x 90 feet, and used to store grain and mill products.

NEW YORK

Attica, N. Y.—The Godfrey Milling Co. has added coal and building supplies to its grain and feed business.

Buffalo, N. Y.—The reported project of the erection of a \$1,000,000 addition to its cereal plant by the Hecker H-O Co. is tentative only and may not result in actual construction for months yet.

Buffalo, N. Y.—Recent applicants for membership in the Corn Exchange include the Queen City Milling Co.

Hamlin, N. Y.—Clarence Borker recently installed a Sentinel Electro-Magnetic Separator ahead of his feed grinder.

Clyde, N. Y.—Ketchum & Maloy have remodeled a storage barn and installed up-to-date machinery to do custom grinding.

Pittsford, N. Y.—Barnard & Son have improved their equipment by the installation of a Sentinel Electro-Magnetic Separator in connection with their feed grinder.

Canisteo, N. Y.—The G. L. F. has started construction of a new mill and warehouse at this point, to be 40 x 80 feet, two stories high. It is to be completed late in November.

Frankfort, N. Y.—The feed mill and warehouse of George Parrado was recently damaged by fire to the extent of \$10,000. This establishment is a landmark in this section, having been in operation for over 100 years.

Cohocton, N. Y.—At the meeting of the Buckwheat Millers & Shippers Ass'n, held in Elmira, N. Y., Sept. 18, which was the largest meeting the ass'n ever held, George V. Dayton, of Towanda, Pa., was elected pres., and P. G. Schumacher, of Cohocton, N. Y., sec'y.

New York, N. Y.—After over 50 years of service, Henry Heinzer, statistician of the Produce Exchange, has been retired on a pension. He is well known thruout the grain trade of the country, having entered the employ of the exchange as a boy. He served as recording clerk for a number of years.

Oswego, N. Y.—The Ontario Elvtrs. Inc., is the name of the new corporation being formed, with a reported capital of \$1,000,000 and composed largely of Canadians, to erect the 2,000,000-bu. elevator here, work on the foundation of which is to be started by the Fegles Const. Co. this fall. Assurance has been given that the U. S. Government will award a contract soon for dredging Oswego Harbor to permit the entrance of large freight vessels.

Olean, N. Y.—J. B. Gage and J. P. and C. H. Felt have sold their Empire Mills, in North Olean, to the Acme Milling Co., which owns mills at this place, Allegany and Bolivar, N. Y. An up-to-date feed mixing plant will be built at the Empire Mills and a full line of feeds will be manufactured for the wholesale and retail markets. Prof. J. F. Lantz, for the past 16 years nutritional and feed expert for the Tioga Mill & Elvtr. Co. and its successor, the Empire Feed Mills, Inc., of Waverly, has been employed as general manager and as nutrition expert. M. L. Walldorff remains with the Acme Milling Co. as sec'y and treas. and purchasing agent.

Albany, N. Y.—The Cargill Grain Co., of Minneapolis, has completed negotiations for the lease of the Albany Port Commission's new elevator, yet to be constructed, for a period of 10 years, with an option of 10 years more, the Port Commission reserving 2,000,000 bus. of the capacity for operation as a public elevator by itself. The new elevator, which is to be completed by Feb. 15, 1932, will be the largest on the Atlantic seaboard, having a capacity of between 10,000,000 and 13,000,000 bus. It will be located at the waterfront on the south end of the public port property on the Albany side of the harbor and will occupy eight acres. The Cargill Grain Co. has put in a request to the commander of the Coast Guard at New York City for an ice breaker to keep the port and the Hudson River free from ice during the winter months.

New York, N. Y.—Members of the Produce Exchange held their annual golf tournament on Sept. 17, at the Wheatley Hills Golf Club. C. E. Halsted won first prize, J. S. Keegan second, M. Kullman won the barber cup, and H. Fowler the Murphy prize.

Albany, N. Y.—Albany's oldest grain elevator, built about 1856 by the N. Y. Central Railroad, and having a capacity of approximately 600,000 bus., is to be demolished soon. Used for many years as a grain elevator, since 1901 it has been used for coal.

NORTH DAKOTA

Milton, N. D.—The Monarch Elvtr. Co. has repaired its elevator and put it in A1 shape.

Hannaford, N. D.—On Oct. 5 the elevator of the Farmers Elvtr. Co. was destroyed by fire; loss, \$15,000.

Burlington, N. D.—The Farmers Union is installing a new hammer mill in its elevator. Mr. Morey is the new manager of the elevator.

Dunning (Maxbass p. o.), N. D.—L. M. Keene, operator of an elevator at this point, and a veteran of the Civil War, died at his home recently, at the age of 89 years. He is survived by his widow and one daughter.

Norma, N. D.—Otto J. Magne, locally well known elevator man, fatally shot himself recently. Since being injured in an auto accident several years ago, he had suffered from a mental trouble. His widow, a son and four daughters survive him.

Fargo, N. D.—I. H. Hanold, traveling representative of a grain firm of Minneapolis, died at a hospital in this city recently from heart trouble. Mr. Hanold was a native of Indiana, but moved to this state when a boy. He was buried at Van Hook, N. D.

Glenfield, N. D.—The partnership existing between A. I. Sharpe, J. H. Berg and Emma Berg, under the firm name of Greenfield Grain Co., has been dissolved and a new partnership has been formed by E. S. J. H. and Emma Berg, under the firm name of the Greenfield Grain Co.

OHIO

Caldwell, O.—The Noble Hatchery & Feed Store is erecting a new feed mill.

New Carlisle, O.—J. B. Studebaker recently installed a Sidney Electric Truck Dump.

Hamilton, O.—Windstorm damaged the plant of the Carr Milling Co. on Sept. 27.

Green Camp, Ohio.—F. T. Uncapher is our new manager.—Green Camp Co-Op. Elvtr. Co.

Venice, O.—Windstorm and hail damaged the plant of A. P. and J. S. Gallagher recently.

Chatfield, O.—Windstorm damaged the plant of the Chatfield Equity Exchange Co. on Oct. 5.

Sugar Creek, O.—A portable feed grinder has been installed by the Sugar Creek Farmers Equity Co.

South Charleston, O.—Dewey Bros. have improved their equipment by the addition of a Sidney Dump.

Dillonvale, O.—The Ippolite Milling & Merchandising Co.'s plant that burned late in August is being rebuilt.

Winchester, O.—The Winchester Roller Mills Co.'s plant is once more in operation, after being shut down for three years. Alfred Rees and M. P. Hunter have had the plant rebuilt and new machinery installed.

Newark, O.—The grain and feed brokerage business of Russell C. Younce has been moved from Columbus to this city.

LaRue, O.—A new firm succeeded the LaRue Grain & Supply Co., now called the LaRue Feed Store.—David E. Kale.

Sidney, O.—The Miami Valley Grain Dealers Ass'n, E. T. Custenborder sec'y, will hold its 34th annual meeting in this city Oct. 15.

Woodstock, O.—The Ohio Grain Elvtrs. were robbed of stock worth \$200 during the night of Oct. 1. The door leading to the elevator had been forced open.

Beaver, O.—The old flour and feed mill is being rebuilt and remodeled and will be opened again for the manufacture of feeds, corn products and buckwheat flour.

Melbern, O.—I do not intend to rebuild my elevator at Melbern that I lost by fire over a year ago. As yet I have not got a settlement with the insurance companies. One suit is set for Oct. 26, 1931, at Bryan, O.—E. W. Woods (Ft. Wayne, Ind.).

Columbus, O.—The 52nd annual meeting of the Ohio Grain, Mill & Feed Dealers Ass'n will be held at the Deshler Hotel, this city, on Tuesday, Oct. 27, starting with lunch at 12 o'clock, noon, the morning being occupied with registering and visiting. The talks will follow right after lunch.

Toledo, O.—Upon application of Ira J. Fulton, state banking superintendent, Lewis G. Christman was appointed receiver for John Wickenhiser & Co., grain dealers. Several suits asking judgments against the company on notes due from the company to the Ohio Savings Bank & Trust Co. were filed by Mr. Fulton.

Agosta, O.—I was out of the LaRue Farmers Exchange plant at this point for a time last spring and the general office was moved to LaRue, in charge of A. J. Lippincott, who is general manager of all the plants. I am now in the Agosta plant again, but only buy grain on orders from the manager at LaRue.—David E. Kale.

Toledo, O.—William Andres is superintendent of the Kasco plant of this city, which is the only plant we have here at this time. H. W. Goldner left our services Jan. 1. Our present officers are as follows. Charles Keilholtz, pres.; O. E. M. Keller, vice-pres. and general manager; Siva M. Bender, sec'y, and John Luscombe, treas.—Kasco Mills, Inc., O. E. M. Keller, vice-pres. and gen'l mgr.

Toledo, O.—Following are recent new members of the Grain & Feed Dealers National Ass'n: Nixon & VenDeventer, Attica, Ind.; Catlin Bros., Boston, Mass.; Nebraska Grain Corp., Kearney, Neb.; Mohr-Holstein Com. Co., Milwaukee, Wis.; McCaull-Lyman Co., Minneapolis, Minn.; Veltri Grain Co., Inc., New York, N. Y.; Moseley & Motley Milling Co., Rochester, N. Y.; Field Grain & Seed Co., Sioux City, Ia.; Ogren Grain Co., Wichita, Kan., and Golden Eagle Milling Co., Petaluma, Cal.

Cedarville, O.—E. A. Allen's elevator burned at 3 a. m., Sept. 30; loss, \$40,000; partly insured. The structure was a large brick building, more than 100 years old, and was filled with grain and wool, farm implements, gasoline and farmers' supplies of various kinds. The elevator had been operated by the Cedarville Farmers Grain Federation until two years ago when Mr. Allen bot it. Another elevator owned by Mr. Allen and located across the railroad track from the burned structure was not damaged.

OKLAHOMA

Carmen, Okla.—The north elevator of the Burgin Grain Co. burned during the night of Sept. 17. The fire was believed to have been caused by tramps.

Hollis, Okla.—The Hollis Mill & Elvtr. has been leased by L. A. Campbell, who has completely overhauled it and placed George Weiss in charge of operations.

Pauls Valley, Okla.—John L. Abernathy, of Purcell, Okla., former head of the Mason Mills, Inc., large alfalfa manufacturers of this city, recently bot by the Pecos Valley Milling Co., died recently as the result of wounds from gunshot, which were accidental, it is believed.

*Specialists in Ventilating Grain Elevator
Legs and Grain Storage Bins*

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BUILDING PRODUCTS BUILDING PRODUCTS
PITTSBURGH, PA.

District offices in Chicago, St. Louis, Minneapolis and other large Cities

ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF

Forgan, Okla.—The Choctaw Grain Co. is opening a flour mill at this point.

Grove, Okla.—The Grove Milling Co.'s elevator burned at 9 a. m., Sept. 21; loss, \$11,000; insurance on building and equipment, \$4,000; no insurance on grain; over 2,000 bus. of wheat and 2,000 bus. of oats was destroyed. W. E. Jones, pres. of the Grove Milling Co., is quoted as saying that the elevator would not be rebuilt but that the company might provide some kind of a storage space for grain.

PACIFIC NORTHWEST

Meridian, Ida.—R. H. Bell has opened a feed grinding mill in the Idaho Products Bldg.

Seattle, Wash.—Headquarters of the Feed Dealers Ass'n of Washington are to be moved from the Arctic Bldg. to the Exchange Bldg., where it will be in closer touch with the grain and milling interests.

Genesee, Ida.—The Mikkelsen Grain Co. has just installed a machine for sorting peas, which are first cleaned in the fanning mill, recently installed for cleaning wheat and other grains. A machine for treating seed grains has been added also.

Seattle, Wash.—An informal meeting of grain men of this district, sponsored by the Grain Exchange, was held at the Washington Athletic Club, on Sept. 16, in honor of Hugh Butler, pres. of the Grain & Feed Dealers National Ass'n. Conditions in the grain markets were discussed.

Freewater, Ore.—John Barnes, one of the proprietors of the Inland Grain Co., of this city, has denied the rumor that H. M. Saulsberry, of Seattle, had purchased the business of the Inland Grain Co., which will conduct business as usual. Mr. Saulsberry, it is stated, is starting a new company and will be assisted by George H. Bryant.

Nyssa, Ore.—Improvements costing about \$2,000, recently completed, have converted the former plant of the Nyssa Grain Co. into a receiving station for the Snake River Grain Growers, Inc., and the Mountain States Seed Growers Ass'n. New equipment includes scales, storage bin and dump for bulk handling of grain and new feed bins.

Bellingham, Wash.—Vaughan Brown, local federal referee in bankruptcy, upon receiving physicians' report that Mr. Seiple, of the O. H. Seiple Co., Inc., bankrupt wholesale flour, feed and grain products dealers, was in no physical condition to appear in court, continued the hearing that was to have been held in September, until Oct. 6. Petition to sell the property of the company has been filed by the trustee, D. C. Webber.

Caldwell, Ida.—The Holt mill and elevator, which have stood unfinished for about 10 years because of the failure of the Holt Co., which was doing the building, have been purchased by the Idaho Egg Producers, which will use the plant for grain storage and for manufacturing poultry feeds for its members. The structure will be finished for grain and feed storage and the manufacturing unit will probably be installed next year.

Lewiston, Ida.—The new mill under construction for the Prairie Flour Mill Co. is of reinforced concrete and will be in two units of 200 barrels each. Machinery for the first unit has been installed. The old quarters, 100 x 150 feet, will be used as a warehouse and for the feed mill and office. The company, of which M. B. Mikkelsen is pres. and manager, has mills at Cottonwood, Ida., and at Plains, Mont. The new plant is expected to be in operation by Nov. 1.

PENNSYLVANIA

Ligonier, Pa.—N. M. Weller's grain and feed warehouse burned Sept. 14; loss, \$27,000; partly insured.

Cochran, Pa.—The Beuchat Flour Mill burned on Oct. 4; loss, \$60,000. Louis J. Beuchat, owner, was badly burned while fighting the fire. This mill, which was 90 years old, supplied both wheat and buckwheat flour to a large territory in this state and Ohio.

Chambersburg, Pa.—The Thrift Feed Mills, Inc., a Philadelphia concern, has had the old Burkhardt Mills (used for years as a trolley barn) repaired and remodeled into an up-to-date feed mill which opened for business early this month. The mill has a capacity of 10,000 pounds an hour. In addition to mixing and grinding feeds, the company will market its own feeds under its own trade name. The molasses tank has a capacity of two carloads of molasses.

SOUTH DAKOTA

Bowdle, S. D.—John Leno, of Temvik, N. D., has purchased the Bowdle Mill and is now operating it. The mill has been idle about four years.

Mobridge, S. D.—Involuntary bankruptcy proceedings have been started against the Mobridge Co-op. Elvtr. Co. by the Wm. Dalrymple Co., of Minneapolis.

Trent, S. D.—Henry A. Hendrickson, mayor of Trent and for more than 30 years a grain buyer here, died of typhoid fever recently. His widow and two sons survive him.

Melette, S. D.—F. J. Snyder has taken over the duties of manager of the Farmers Co-op. Elvtr. Co.'s elevator, as George Gange, manager, suffered a stroke of paralysis recently and will be unable to be about for some time.

Naples, S. D.—On account of the season's drouth there was no grain for sale this season at Naples, and consequently the Great Western Grain Co. did not feel able to keep its elevator open.—R. J. Wilson, former manager.

Eureka, S. D.—C. E. Gray, superintendent of the Acme Mills at Friend, Neb., is co-operating with the Eureka Lions Club in an effort to put thru a deal which will result, if successful, in the erection of a flour mill to cost approximately \$15,000.

Gallup (Ashton p. o.), S. D.—H. C. Wald, who has been with the Farmers Elvtr. Co. for the past three years as sec'y and manager, has moved to Aberdeen for the winter, as the company has decided not to rebuild for the present the elevator burned last July.

Willow Lake, S. D.—The Great Western Elvtr. Co.'s elevator and two elevators belonging to the Farmers Elvtr. Co. were destroyed in a fire that broke out simultaneously in the three buildings shortly after midnight, Sept. 20; grain loss, \$7,500; loss to Farmers Elvtr. buildings, \$22,000, and to the Great Western Co., \$9,000; total coal loss, \$1,500; partly insured. It is believed that the fires were of incendiary origin.

SOUTHEAST

Atlanta, Ga.—The manufacture of mixed feeds was started early this month by the Atlanta Milling Co.

Camilla, Ga.—The new grist mill recently erected by the Hilliard Milling Co., Wm. Hilliard manager, is now in operation.

Roxbury, Va.—Fire caused by lightning recently damaged the Roxbury Flour Mills, A. J. Brulle owner; loss, about \$45,000.

Glen Alpine, N. C.—The Glen Alpine Milling Co. sustained damage to its electrical equipment during an electrical storm recently.

Albermarle, N. C.—Improvements in the Ether Roller Mill plant are being planned by the new owners, S. G. Richardson and R. L. Caudle.

Crimora, Va.—Harman & d'Hundean, Inc., incorporated; capital stock, \$25,000; John H. Davis, Brooklyn, N. Y., pres.; to engage in the milling business.

Laurinburg, N. C.—The Laurinburg Milling Co. is the successor of the Hammond Co., Inc., which has been dissolved. A 400-barrel flour mill is operated.

TENNESSEE

Cornersville, Tenn.—Operation has started again by the Cornersville Milling Co., which is manufacturing feeds, meal and flour under the new management of N. J. Lee and N. C. Wiley.

Covington, Tenn.—E. M. Hunt has enlarged his feed mill by having the wall separating it from his garage, torn down and installing a corn crusher. The capacity of the mill has also been increased.

McKenzie, Tenn.—Machinery has been installed for a new feed mill by the Cash Economy Wholesale Grocery Co. in the building it formerly occupied on Cedar St. Commercial grinding will be done and meal manufactured.

Memphis, Tenn.—The G. E. Conkey Co., of Cleveland, O., contemplates the erection of a plant in this city, where the company already owns a site, to manufacture poultry, dairy and stock feed, and to cost about \$200,000.

Gallatin, Tenn.—A new firm has been organized here, composed of W. S. Brown, who is manager, and R. C. Owen, to operate a flour mill, under the name of the Brown Milling Co. Mr. Brown was formerly associated with the old Gallatin Milling Co.

Collierville, Tenn.—J. W. Skinner & Co., reported in the Aug. 12 Journals as having bot Swift & Co.'s gin and adjacent property, announced late in September that their gin and feed mill was ready for business. The building has been completely remodeled and the plant made up-to-date in every way. Electric power is used.

Memphis, Tenn.—F. W. Brode, a pioneer of the southern cottonseed crushing industry and a past pres. of the Merchants Exchange, died Sept. 27 at the age of 88 years. For many years he was prominent as an exporter of meal and cake, his company, F. W. Brode & Co., now being conducted by his sons, Ben D. and Julian L. Brode, since the retirement of their father several years ago from active business. Mr. Brode assisted in the organization of the Interstate Cottonseed Crushers Ass'n.

TEXAS

Brownwood, Tex.—The Austin Mill & Grain Co.'s warehouse burned during the night of Sept. 12; loss on building \$2,000 and on contents \$2,000; covered by insurance; 800 bus. of ear corn and 100 tons of hay burned. The company's elevators, located about two blocks from the warehouse, did not catch. Altho the origin of the fire was not definitely determined, it was believed to have been spontaneous combustion of the heated feed. The warehouse will probably be rebuilt.

FORT WORTH

*Is the Better Grain Market — Use It and Profit
Try any of these Grain and Cotton Exchange Members:*

Uhlmann Grain Co.
Cash and Futures

Smith-Ingraham Grain Co.
Export and Consignments

Transit Grain & Commission Co.
Consignments, Brokerage

Rosenbaum Grain Corp.
Cash and Futures

Greenville, Tex.—Our new group of tanks holds 150,000 bus., giving us a total storage capacity of 350,000 bus. Our tanks are now [Sept. 22] about finished and we are erecting an additional concrete fireproof warehouse, 40 x 160 feet, which will be completed in about 40 days.—Greenville Mill & Elevtr. Co.

Nacogdoches, Tex.—The trade name of the Texas Fertilizer Co. has been changed to the Texas Farm Products Co., which will manufacture fertilizers, complete line of mixed feeds, corn meal, etc. The size of the building which we are erecting is 50 x 90, 4 stories with an extreme height of 68', grain capacity of approximately 40,000 bus. We are located on the S. P. Lines and anticipate being in operation around the first of December. Our capacity on corn meal will be around 100 barrels per day with sweet feed at approximately 50 tons per day and chicken feed in line with the demand handled with percentage feeders, ton and one-half ton batch mixers. There has been no change in the officers and directors of this company. The authorized capital stock is \$50,000, \$42,000 paid in and a surplus of \$12,000.—Texas Fertilizer Co., M. S. Wright, vice-pres. (manufacturers of Lone Star Brand Fertilizers.)

Fort Worth, Tex.—Kent Barber, a well known figure for a number of years in the grain and milling trade of this section, died very unexpectedly from a stroke of apoplexy at his home here Sunday evening, Sept. 27, at the age of 55 years. Less than a year ago he had a stroke, but had almost entirely recovered from it. As reported in the Sept. 9 Journals, Mr. Barber had only recently reentered the grain business, he and W. O. Brackett having formed the Brackett Grain Co. at this city. Mr. Barber had at various times been manager of a number of prominent grain and milling concerns, including the Burrus Mill & Elevtr. Co., the wheat department of the Wichita Mill & Elevtr. Co. (now a unit of General Mills, Inc.), the Kansas Mill & Elevtr. Co., and for four years up to 1915 he was connected with the wheat department of the then Simonds-Shields Grain Co. Mr. Barber is survived by his widow, a son and a daughter.

Chillicothe, Tex.—E. Ross Smith, a farmer, has bot a grain elevator here.

Galveston, Tex.—John Fordtran, veteran grain man of this city, died very unexpectedly of heart failure, on Oct. 4. For over a quarter of a century Mr. Fordtran had been the export forwarding agent for a number of Kansas City, Mo., exporters, and was well known to the grain trade of that city.

WISCONSIN

Foster, Wis.—R. A. Jones Co. is installing a hammer mill.—S. E. St. John (of Eau Claire, Wis.)

Belmont, Wis.—A portable hammer mill has been installed by Boom Bros., proprietors of the Red Mill.

Milwaukee, Wis.—Andrew R. Templeton, for the past five years representative of Hales & Hunter in Minneapolis, has returned to Milwaukee, his old home town.

Sheboygan, Wis.—Linus J. Beck, formerly manager of W. G. Moorhead & Co.'s cash grain department at Milwaukee, is now associated with Konrad Schreier Co., this city.

Hayward, Wis.—The Farmers Feed & Seed Co. has recently been organized, with F. O. Nelson as manager, dealing in grain, stock feed, seed and flour. A feed grinding department will be operated, also a cream station.

Cadott, Wis.—Clark Bros. Milling Co. has sold the power plant and feed grinding equipment of its mill to Malin Clark and James Svoma, who will operate it in the former power house. The mill property has been retained by the Clark Bros. Milling Co., which will manufacture flour.

Manitowoc, Wis.—The Manitowoc Malting Co.'s business and plant, which includes elevator storage capacity of 800,000 bus., has been purchased by the Warehousemen's Corp., of which J. H. Pank is manager. No changes will be made in building or equipment at present, as the intention is to operate purely as elevator storage at least this year.

Wonewoc, Wis.—A new feed mill has been installed by Talg Bros.

Superior, Wis.—George D. Gale, former Wisconsin Grain Commission employe, died at his home in this city Sept. 21, after a lingering illness, at the age of 47 years. Mr. Gale, who was born in Ontario, was at one time elevator superintendent for Davidson & Smith, at Fort William, Ont. He is survived by his widow, three sons and one daughter.

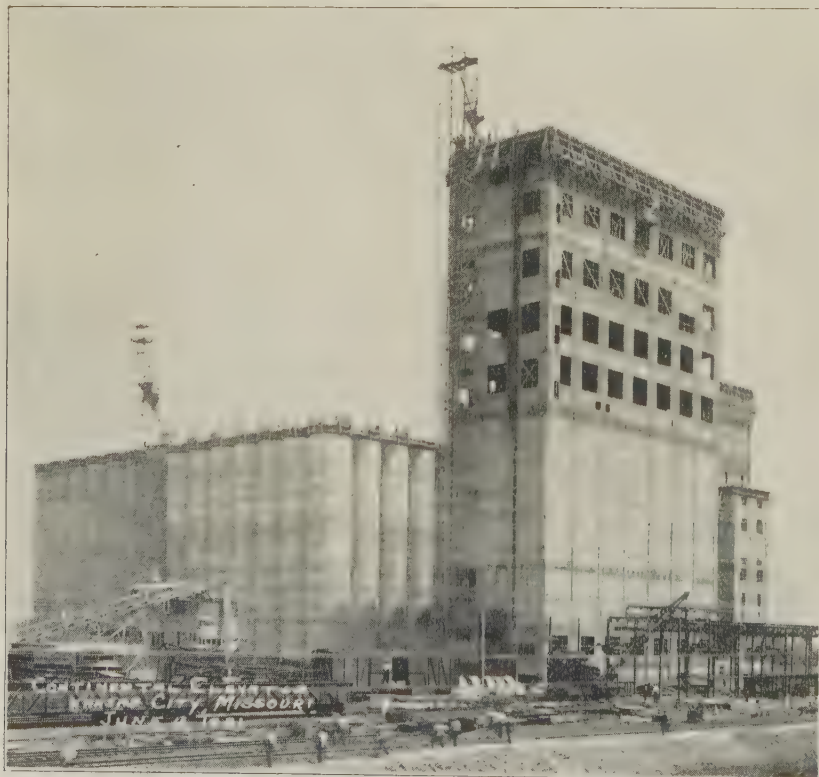
Milwaukee, Wis.—During September the volume of sales on the Grain and Stock Exchange was 18,785 shares, an average of about 780 shares per day. Stocks of 54, and bonds of 40 corporations, practically all of which are Wisconsin companies, are listed on the Exchange, and in addition all Wisconsin municipalities of over \$1,000,000 issue are listed.—H. A. Plumb, sec'y.

Faultfinders Numerous on Coffee-Wheat Barter

B. Kennelly, general manager of the Municipal Docks at Jacksonville, Fla., having asked Senator Fletcher of Florida that some of the Government wheat be shipped thru Jacksonville, the chairman of the Farm Board asked that Geo. S. Milnor, pres. of the Stabilization Corporation, write the Senator in reply. After pointing out that the freight rates thru Jacksonville are prohibitive Mr. Milnor goes on to say

The milling industry has demanded that this wheat be ground by United States mills and shipped as flour; the railways have suggested movements of wheat from illogically located interior points to equally illogical export ports.

The Argentine Republic expresses great indignation that this country should have invaded what they consider their own privileged field; and the chronic grain speculator is quite caustic in his comments that this particular movement of wheat from the United States in nowise affects the world situation, inasmuch as the Argentine will have just that much more wheat with which to flood the markets of Europe and other consuming sections.



HESS DIRECT HEAT DRIER AND COOLER—1000 Bushels Hourly
CONTINENTAL ELEVATOR, operated by
CONTINENTAL GRAIN CO., KANSAS CITY, MO.

KANSAS CITY 1930

HESS DIRECT HEAT DRIER

Eagle Elevator

KANSAS CITY 1931

HESS DIRECT HEAT DRIER

Continental Elevator

Now Building

KANSAS CITY 1931

HESS DIRECT HEAT DRIER

Rock Island Terminal Elevators operated
by Simonds Shields Lonsdale Grain Co.

*The Satisfaction and Service Given by Hess Driers
Has Always Been the Source of Our Business*

WRITE US

HESS WARMING & VENTILATING CO.

1211 SOUTH WESTERN AVENUE
CHICAGO, ILLINOIS

HESS DRIER CO. OF CANADA, LTD.

68 Higgins Avenue, Winnipeg, Manitoba

Hess Driers Are Patented, We Do Not Infringe Patents of Others, We Guarantee This.

Supply Trade

St. Louis, Mo.—The Stevens Engineering & Construction Co. announces the removal of its offices to 4121-25 Forest Park Blvd.

Schenectady, N. Y.—Harry L. Erlicher, who entered the employ of the General Electric Co. as an office boy in the purchasing department, has been appointed purchasing agent, succeeding L. G. Banker, who retired on Oct. 1 after completing 43 years continuous service with the company.

Akron, O.—A new edition of the Diamond Rubber Co.'s mechanical catalog is now ready for distribution. Some new cuts have been incorporated, and new items such as Defiance Car Washing Hose, Rotary Drillers Hose, and X-70 Packing, have been included. A copy of this catalog will be sent Journal readers on request.

Chicago, Ill.—Promal, the new metal made by the Link-Belt Co. for use in its own chain products, has met a demand from other manufacturers, who are buying castings made at the Ewart Works, Indianapolis, Ind., for parts of machinery requiring great strength and resistance to wear, ductility and low production cost.

Ithaca, N. Y.—Bulletin No. 7, an excellent specimen of the graphic arts, just issued by Morse Chain Co., describes in complete detail the company's extensive line of flexible couplings. Modern power transmission requires flexible connections to compensate for minor angular and parallel misalignment. Grain elevator engineers and superintendents intrusted with the successful operation of elevators should have a copy of this bulletin in their files. The company will send a copy on request.

The American Standards Ass'n has just approved a group of six safety codes, five of them for the prevention of dust explosions in industry. One of the codes provides for the use of inert gas for fire and explosion prevention. There are over 28,000 industrial plants in the United States subject to the hazard of dust explosions. These plants employ approximately 1,300,000 persons and their annual production is valued at more than ten billion dollars. The safety code for the prevention of dust explosions in terminal grain elevators is a complete revision of the code originally approved in 1928.

Neglected Opportunities?

In a recent survey published by the American Trade Council as to the number of failures, mergers or discontinuances of businesses among advertisers, interesting information is disclosed, tending to show that 93.968 per cent of these passé activities did not attempt to promote or stimulate their business through their particular trade's publication.

This survey covers a range of eighteen months, ending July 1, 1931, and is based on a careful check of all trade papers published in the U. S. during that period, compared with the "failures," "consolidations," or "discontinuances" of activities which function along lines that would have been justified or expected to advertise in trade publications within their field; many of which did advertise in other mediums such as local newspapers, outdoor signs, radio, catalogues, circular letters, etc. FOOD FOR THOUGHT!

—American Trade Council

Oklahoma Reduction of Wheat and Cotton

Gov. "Alfalfa Bill" Murray of Oklahoma has ideas about wheat and cotton as well as oil. Speaking before 1,000 wheat and cotton farmers at the state capital last month he advocated a program whereby legislation would limit wheat production according to reductions in other states and cotton to 50% of the normal acreage in 1932 and 1933.

He would also set up a Scotch banking system, to insure sufficient loans to farmers, by levying a tax on banks, grain dealers, mills, cotton gins and others interested in agricultural production, and would decree a 4-inch ruffle on womens' frocks to use up the surplus cotton.

Gov. "Bill" does not feel there is necessity for calling a special legislative assembly to pass his proposals, planning to refer his measures to the people by initiative peti-

tion. Hurry is needless, according to the governor, since the present course of the Farm Board will keep down the prices on wheat and cotton for several months to come.

What we need is freedom from legislation, not more of it. The curse of politics is doing more to strangle business than all other influences combined.

How Carload Weights Have Increased

According to the records of the Chicago Board of Trade Weighing Department there has been a great increase in the contents of grain cars during the past 30 years.

The average weights of cars unloaded at a busy Chicago Elevator during the year, 1900, were: wheat, 801 bus.; corn, 924 bus.; oats, 1,521 bus.; rye, 912 bus.

The average loads per car for the year, 1930, were: wheat, 1,498; corn, 1,546; oats, 2,293; rye, 1,500; and barley, 1,664 bus.

Seventeen Years Ago--

The first Randolph Grain Drier was put into operation.

-- And Today

Randolph is the selected Grain Drying Equipment for elevators and mills throughout the United States and Foreign Countries.

Engineers of large elevators and mills—men who keep in touch with all modern developments—who are constantly investigating improved methods—were among the first to prove the value of the Randolph Grain Drier as an additional insurance against losses in business. But—before they became regular users of the Randolph, they made the most rigid investigations of its practicability, its economy and its efficiency of operation.

The Original Randolph Principle of Direct Heat Drying Is Fully Protected by Patents.



Upon request we shall be glad to send you our catalogue giving complete information on the Randolph Grain Drier and how this Drier was originally developed to meet every requirement for handling all kinds of grain, seeds and beans.

O. W. RANDOLPH COMPANY
TOLEDO, OHIO, U. S. A.

Field Seeds

Heyworth, Ill.—Fire destroyed the Purkey Seed Co.'s seed corn storage warehouse Oct. 3.

Swift Current, Sask.—Fire, on Sept. 20, completely destroyed the seed cleaning plant and storehouse of the Dominion Government Experimental Station.

Buhl, Ida.—The Buhl Feed & Ice Co. has installed a gravity type cleaner for cleaning alfalfa and clover seed, of which it purchases considerable quantities.

Bloomington, Ill.—Pres. James C. Murray and 15 members of the Chicago Board of Trade were the guests of Funk Bros. on the 22,000 acre seed farms of the latter.

Wendell, Ida.—The new 30x80 ft. warehouse and seed cleaning plant of the Ahlquist Produce Co. is now in operation. Its machinery includes a cleaner and a grader.

Colorado Springs, Colo.—The 10th annual Colorado Pure Seed Show will be held here Nov. 16-20. Premium lists are now being distributed by J. Fred Flook, sec'y-manager of the show.

Federal law requires coloring of all imported alfalfa seed. That from South America must be stained 10% orange-red; from Africa and Turkestan, 10% red; from Canada, 1% iridescent violet. All other imported seed must be stained 1% green.

New York, N. Y.—The accounts of R. S. Elliott & Co., which were being liquidated due to the sudden death of R. S. Elliott, as reported in the last number, have been taken over by Geo. L. Curtin Co. With the accounts goes that of Bridger & Co., grain, seed and feed shippers of Buenos Aires.

Corn ear worm is proving a pest in Iowa. While it is too costly to protect entire fields, parts of fields from which it is planned to pick seed may be protected by dusting. This information on the bulletin board will encourage farmer patrons to protect their seed corn.

Lafayette, Ind.—October, November and December are dull months in the State Chemists office, and facilities are sufficient to make prompt analysis of seed samples. During the rush season from January to April the demand for free testing exceeds the facilities. Those who make use of these free inspections are urged to use the lagging fall months whenever possible.

Directory

Grass and Field Seed Dealers

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

Cedar Rapids, Ia.—Edward Blazek, warehouseman for the Hamilton Seed & Coal Co., fell from a box car while releasing the brake and broke several bones in the heel of his foot.—Art Torkelson.

Spencer, Ia.—A site has been selected and building is expected soon to begin on a warehouse for the Standard Seed Co. of Des Moines. G. W. Mackey has been made resident manager and local traveling representative of the company.

Shreveport, La.—Warehouses Nos. 3 and 4, containing the mixed feed plant of the Kalmbach-Burckett Co., Inc., which were destroyed recently by fire, are being replaced by a 3-story concrete building which will contain seed cleaning and handling machinery as well as feed manufacturing equipment.

Bloomington, Ill.—"Open House" was held at the Funk Farms during the third and fourth weeks of last month. The results of 13 years of experimentation and development by private and government experts in seed work, particularly associated with corn, one of the most important crops in the state, are being shown.

Verified Origin Dealers Made Public

The preliminary list of verified-origin seed dealers for 1931-32 has been made public by W. A. Wheeler, in the Hay, Feed & Seed Division of the U. S. D. A. This list covers alfalfa and red clover seed dealers.

Included in this list are the Grand Junction Seed Co., Grand Junction, Colo.; Crabbs-Reynolds-Taylor Co., Crawfordsville, Ind.; Sedgwick Alfalfa Mills, Sedgwick, Kan.; Bowman Seed Co., Concordia, Kan.; Ed. F. Mangelsdorf & Bro., St. Louis, Mo.; J. G. Peppard Seed Co., and Rudy-Patrick Seed Co., Kansas City, Mo.; Henry Hirsch & Sons, Toledo, O.; Courteen Seed Co., Kellogg Seed Co., and L. Teweles Seed Co., Milwaukee, Wis.

Thin Hulled Oats Produce Best Yields

Altho the several varieties of the Storm King type of oats make a good showing in the field they have a large percentage of hull that makes them inferior in feeding quality to the best thin-hulled midseason varieties.

In tests at the New York Agricultural Experiment Station, Cornellian, an improved midseason variety, produced 58.9 bus. per acre, compared to 39.2 bus. per acre for Mammoth Cluster, one of the Storm King group. The Cornellian oats were 75% kernel; the Mammoth Cluster only 64%.

Other varieties developed in the Northeast and producing good yields with high test weights per bu. are Comewell, Empire, Ithacan, Standwell and Upright. They are described in Farmers Bulletin 1659-F "Oats in the Northeastern States." It may be obtained from the U. S. Department of Agriculture, Washington, D. C.

It may be a little early to be thinking of seed oats, but educational work should begin early.

Misrepresentation of Seed Corn

Carl Reese of Hill County, Texas, had developed a special seed corn known as "Reese Drouth Resister." In a suit against the Robert Nicholson Seed Co., of Dallas County, for \$20,000 damages Reese alleged that the defendant had fraudulently advertised in its catalog a seed corn under the name "Reese Drouth Resistant" and had stated in effect that this was the corn sold by Reese, and had sold large quantities to persons who thought they were purchasing Reese's corn.

For an error in the first trial the Court of Civil Appeals of Texas on June 4, 1931, remanded the suit back to the district court of Hill County.—39 S. W. Rep. (2d) 950.

Smut in 1931 Wheat Crop

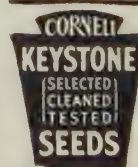
Receipts of Texas and Oklahoma wheat at various South-Central terminals are much smuttier than usual, according to reports from the office of Federal Grain Supervision. In July 8.2% of the cars received in Amarillo, Tex., graded smutty, whereas in July, 1930, only 1.2% graded smutty. Somewhat similar increases are noted at Fort Worth and at Enid, Okla.

In the Pacific Northwest a heavy increase of stinking smut is being noted in receipts at Puget Sound and Columbia River markets. They report that in August 45% of the receipts were smutty whereas in August, 1930, 30% were smutty and in August, 1929, only 21.8% were smutty.

Increased prevalence is indicated in some of the Eastern States as Baltimore and Philadelphia both report more smut than a year ago. At Baltimore up to July 15, 75 cars out of a total of 112 cars of this year's crop graded smutty and were discounted anywhere from 2 to 8 cents per bu. This indicates a situation several times worse than in 1930.

Seed treatment will control stinking smut in the Great Plains States and eastward. It will reduce smut and greatly aid smut control from the Great Plains area westward. The reason for the difference is that in some of the dry-land western areas infestation occurs from the soil as well as from the seed.

There are three kinds of chemicals that can be used for seed treatment: Copper carbonate dust, organic mercury dust, and



CORNELL SEED CO.

FIELD SEEDS

BUYERS & SELLERS

ST. LOUIS, MO.

CRABBS REYNOLDS TAYLOR CO.
CRAWFORDSVILLE, IND.

GRAIN

Clover and Timothy Seeds

GET IN TOUCH WITH US

LOUISVILLE SEED CO.

BUYERS AND SELLERS

All varieties CLOVER, FIELD and GRASS SEED, SOY BEANS and COW PEAS

226 No. 15th St. LOUISVILLE, KY.

Long Dist. Phone 6727-6728

ED. F. MANGELSDORF & BRO.

Buyers and sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

formaldehyde. Of the three the copper carbonate is the most effective, least injurious to the seed and at the same time relatively inexpensive. It comes in two grades: a high grade containing 50 per cent copper and a low grade containing from 18 to 20 per cent copper. A pound of the high grade will treat 8 bus. A pound of the low grade will treat about 5 bus. It costs between 3 and 4 cents per bus. of seed, or less than 5 cents per acre. Copper carbonate dust should be applied with a mixer. Treatment should be preceded by thoro cleaning and fanning to remove weed seeds and smut balls. Badly smutted wheat should not be used for seed at all.

Encourage Exhibits at International Grain Show

The International Grain & Hay Show has achieved a prominent place as a division of the International Live Stock Exposition, held annually at the U. S. Yards, Chicago, the week following Thanksgiving. Grain dealers have been a factor and their help this year in encouraging farmers to make exhibits is requested by the sec'y of the Exposition.

Grain and hay samples may be submitted without entry fee. Entries close Nov. 10. Elevator operators can secure entry cards for distribution among their farmer patrons upon request to B. H. Heide, general manager, International Live Stock Exposition, U. S. Yards, Chicago.

Samples can be shipped parcel post, or prepaid express to arrive in Chicago not later than Nov. 23. Such samples will be returned if requested.

More than 500 cash premiums are offered for the best samples of grain and hay. A list of these is available from Mr. Heide.

A special arrangement has been made with the Federal Government to exhibit corn from the corn borer sections. Farmers in such localities should write Mr. Heide for instructions governing such exhibits at the time of sending in the entry card.

Grain dealers, interested in the development of better grain crops, and their effect in improving the profit of the farmers as well as of themselves, will see in this an opportunity to serve their patrons. It may be a means of bringing fame to their communities thru winning one or more of the many prizes that are offered. The prizes themselves are a sufficient inducement.

Since no entry fees are charged every

grain dealer should seize his opportunity and should win the support of his local editor when distributing the entry cards to his patrons.

Country of Origin Must Appear on Containers of Seed Imports

The permanent marking specified by T. D. 44539 should be employed when such marking can be accomplished and results in the indication of the country of origin in legible English words in a conspicuous place. When bags or other containers are in such condition that it is impossible to mark, stamp or brand them in a legible and distinct manner as well as in a conspicuous place, then the use of tags bearing the name of the country of origin, securely affixed to the container, would be permitted, according to the explanation given Curtis Nye Smith, Boston, attorney for the American Seed Trade Ass'n, by the Commissioner of Customs on the recent decision of the Treasury Department regarding seed imports.

"It is my interpretation of this expression of opinion of the Commissioner's," says Attorney Smith, "that where it is difficult to place on a container by stencil or other clear indelible writing the origin of production, the information may be stated on a label securely attached to the container. . . . What facts constitute a warranty for use of the tags instead of stenciling the container, are to be determined in each individual case."

Sunflower Seed Crop Much Larger Than Last Year

Washington, D. C.—Oct. 8.—Sunflower seed production is expected to be five or six times as large as the unusually small crop of last year, but only about 1/5 as large as the record crop in 1929. There was a marked increase in acreage over that of last year in two of the most important districts. Yields also averaged more than last year notwithstanding the dry, hot weather. The total production in Missouri, Illinois and California is estimated at 2,500,000 to 3,000,000 pounds, based on information obtained recently by the U. S. Bureau of Agricultural Economics. The carryover, although large, is reported to be much smaller than a year ago.

The crop in Missouri, estimated at 200,000 to 300,000 pounds, probably exceeded that of last year by 50,000 to 100,000 pounds but fell below that of 1929 by about 4,250,000 pounds. Acreage in this State declined sharply from 7,000 acres in 1929 to approximately 200 acres last year and 250 to 350 acres this year. Curtailment in acreage has been brought about largely by the publicity given to the big carryover and the unusually slow demand for this seed during the past two years. Harvesting began in some localities the week of September 20. Yields of about 750 pounds an acre were reported. Some seed was said to have been contracted early at \$2 per 100 pounds. Prices to growers, however, were not established up to the end of September but were expected to open shortly thereafter at \$1 to \$1.50 per 100 pounds, compared with \$2.50 to \$3.25 last year, \$2 to \$2.50 in 1929, and \$4 in 1928.

Experiment Station Results With Seeds

Experiments with spring small grain since 1923 have demonstrated the superiority of Nebraska No. 21 (Kerson) and Burt (C. I. 293) oats, Comfort and Blabron, smooth awned barley, Trebi, rough awned barley, and Ceres wheat, among the many varieties of grain grown in the state, according to the Nebraska Station Bulletin 253.

Tests with home-grown and northern-grown Marquis wheat showed no difference in the yield and agronomic features, indicating the locality of seed production had no bearing on its value.

Maize Amargo, a South American corn, showed resistance to the European corn borer in tests at the Michigan station. Several hybrids between this and native corn

also showed low percentages of infestation. Native varieties did not indicate significant resistance to borer attacks.

Some hybrids between standard varieties of wheat, susceptible and resistant to stinking smut, showed admirable resistance to the parasite and indicated a method for developing new smut resistant lines of wheat, according to Nebraska Station Research Bulletin 51. Studies with several lines of hard red winter wheat, isolated from Turkey varieties because of resistance to smut, showed them to be also resistant to black stem rust.

New Certified Alfalfa Seed Grades

Seedsman have felt for some time that some modification should be made in the grades for certified alfalfa seed. The International Crop Improvement Ass'n, holding a western states regional meeting in Salt Lake City last June, urged seed certification officials of the states represented to make changes. The new grades went into effect Sept. 1.

BLUE TAG grade information now calls for ". . . Fancy (blue tag) Purity 99.25% sound plump seed, not more than 1/32 of 1% sweet clover, noxious weed free. (No noxious weeds unless designated below.)"

"Note: Noxious weeds: Dodder, wild mustard, hoary cress or white top, Canada thistle, buckhorn, perennial sow thistle, fan-weed, Russian knapweed, quack grass.

"Tolerance of 1/2 of 1% of inert matter not materially affecting the appearance is permitted."

WHITE TAG grade demands are for ". . . Choice (white tag) Purity 98.50% sound plump seed, not more than 1/8 of 1% sweet clover. Noxious weed free." The same "Note" appears as on the blue tag.


YELLOW TAG certifies only as to variety. Responsibility as to quality is left to the dealer, tho the seed is sealed at the threshing machine and is checked and resealed thru all cleaning operations by deputies of the State Department of Agriculture.

Seed Movement in September

Receipts and shipments of seeds at the various markets during September, compared with September, 1930, in bushels, except where otherwise noted, were as follows:

FLAXSEED		Shipments	
	Receipts		
	1931	1930	1931
Chicago . . .	66,000	107,000	5,000
Duluth . . .	1,269,147	3,009,400	560,101
Ft. William . . .	67,859	167,206	29,508
Milwaukee . . .	236,610	2,860	2,860
Minneapolis . . .	1,476,450	2,295,420	211,510
New York . . .	757,000	.....	753,670
Superior . . .	381,520	1,053,390	99,115
			276,697
KAFIR AND MILO			
Houston . . .	.....	.....	166,939
Hutchinson . . .	2,600	5,200	.....
Kansas City . . .	30,800	51,700	51,000
St. Joseph . . .	.....	3,000	58,000
St. Louis . . .	20,800	32,400	8,400
			15,600
CANE SEED			
Kansas City . . .	.....	6,900	.....
SORGHUMS			
Cincinnati . . .	.....	1,400	.....
Denver . . .	1,400	.....	.....
Ft. Worth . . .	67,200	64,400	26,600
			47,600
CLOVER			
Chicago, lbs. . .	1,150,000	985,000	342,000
Milw'kee, lbs. . .	467,408	176,675	1,162,000
N. Y., bags . . .	.....	.....	49,720
			700,232
			1,573
TIMOTHY			
Chicago, lbs. . .	13,771,000	8,999,000	6,941,000
Milw'kee, lbs. . .	424,995	482,010	306,162
N. Y., bags . . .	.....	.....	222,985
			1,113

Courteen
Seed Co.
Established 1892
Milwaukee



Specialize in

ALL
CLOVERS
TIMOTHY
and
ALFALFA

*Your Offers and
Inquiries Solicited*

Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

Oral Contract for Jury.—Issue of existence of contract to sell wheat held for jury, where defendant denied contract by telephone and denied knowledge of custom as to binding nature of written confirmation of telephone conversation.—*Benton Grain Co. v. Reger*. Supreme Court of Kansas. 293 Pac. 955.

Written Notice Prerequisite to Demurrage.—That consignee knew cars had arrived and paid storage, and carrier's agent orally requested acceptance of delivery, did not relieve carrier of tariff requirement contemplating written notice as prerequisite to demurrage charge.—*Davis, Director General of Railroads, v. Ferguson*. Supreme Court of Louisiana. 136 South. 293.

Notice of Claim Not Required in Case of Negligence.—Statutory provision dispensing with "notice of claim" against carriers for damage from negligence rendered invalid stipulation requiring "notice of injury" to live stock (Interstate Commerce Act § 20, as amended [49 USCA § 20]).—*Louis Ilfeld Co. v. Southern Pacific Co.* U. S. Circuit Court of Appeals. 48 Fed. (2d) 1056.

Liability for Foreign Substance in Food.—One suing bakery company for damages due to having seen dead larva in bread had burden to prove negligence; evidence held as matter of law insufficient to make issue of defendant bakery's negligence in action for damages from seeing dead larva in bread.—*Swenson v. Purity Baking Co.* Supreme Court of Minnesota. 236 N. W. 310.

Illegal Sale by Carrier.—Where railway has claim for storage charges only, sale of property under statute providing for sale of property refused by consignee is illegal and amounts to conversion, subjecting railroad to liability for market value of property on date of sale and defeating lien for storage (Civ. Code 1926, § 2757 (1)).—*Seaboard Air Line Ry. Co. v. Roberds*. Court of Appeals of Georgia. 159 S. E. 742.

Liability on Shipment to Non-Agency Station.—Provision of B/L limiting carrier's liability in respect to shipment to and from nonagency station held valid. Provision of B/L was to effect that property destined to or taken from a station, wharf, or landing at which there is no regularly appointed agent should be entirely at risk of owner after unloading from cars or vessels, or until loaded into cars or vessels, and when received from or delivered on private or other sidings, wharfs, or landings, should be at owner's risk until cars were attached to and after they were detached from trains.—*United States Feed Mills v. Mo. Pac. R. Co.* Kansas City Court of Appeals, Missouri. 36 S. W. 136.

Authority of Agent to Trade in Futures.—Grain broker held not chargeable with notice of want of authority of milling company's agent in buying and selling wheat futures, where company authorized opening of account, accepted benefit of trades, and paid draft for margins, and net amount purchased never exceeded approximate 60-day supply. Secret limitations on agent's general authority are not binding on third persons dealing with agent in reliance on apparent authority. Milling company authorizing president to employ grain broker for purchasing and selling wheat futures in his own name gave president general authority.—*Lyons Milling Co. v. Goffee & Carkner, Inc.* U. S. Circuit Court of Appeals. 46 Fed. (2d) 241.

Seed Wholesaler Liable to Farmer.—Farmer purchasing incorrectly labeled seed from retailer may sue wholesaler for damages in county wherein sale was made (Ky. St. §§ 1376b—1 to 1376b—13; Civ. Code Prac. § 72). False representations on label as to kind of seed purchased from retailer renders wholesaler liable to purchaser for damages proximately resulting (Ky. St. §§ 1376b—1 to 1376b—13).—*Graham v. John R. Watts & Son*. Court of Appeals of Kentucky. 36 S. W. (2d) 859.

Grade Certificates Over 48 Hours Old Not Binding

J. N. Beasley Grain Co., Amarillo, Tex., plaintiff, v. S. E. Cone Grain & Seed Co., Lubbock, Tex., defendant, before Arbitration Committee No. 5 of the Grain and Feed Dealers National Ass'n, composed of R. A. Jeanneret, F. A. Derby and Lester Stone.

On Aug. 10, 1929, J. N. Beasley Grain Co. purchased three cars of wheat from S. E. Cone Grain & Seed Co. and that the terms of sale were:

No. 1 hard wheat, 13% protein, at \$1.33 per bushel delivered Texas Common Points, with specified discounts and premiums for lower or higher grades and for lower or higher protein, Amarillo grades and proteins, destination weights.

Defendant shipped the grain upon instructions of plaintiff to Lubbock, Texas, and furnished Amarillo grade and protein certificates dated August 2, 1929. On arrival of the cars at Lubbock the plaintiff had them inspected and had new proteins run, all of which varied from the Amarillo grades and proteins.

In making settlement with the defendant, the plaintiff used the Lubbock grades and proteins, substantiating these with certificates issued at that point. In computing freight allowance it used rate of 48 cents per hundred pounds. The defendant contends first, that the Amarillo grades and proteins are applicable and second, that the rate of 48 cents per hundred pounds, upon which settlement was made, is excessive and is not, in fact, in compliance with the contract terms.

It is the opinion and decision of this committee in view of the fact that the certificates furnished by the defendant were more than forty-eight hours old, they cannot be used as a basis of settlement, and that the grades and protein tests obtained at Lubbock, Texas, shall be the basis of settlement.

With reference to the freight rate to be applied, it is the decision of the committee that a freight rate of 42 cents is proper. The correctness of this rate is substantiated by letter of the General Freight Passenger Agent of the T. & F. S. Railway Co., under date of January 17, 1931. By using this freight rate of 42 cents per hundred pounds, there has been excess freight assessed by the carriers in the amount of \$191.72. This amount, therefore, should be deducted from \$564.67, the amount claimed by the plaintiff.

We, therefore, find that there is due the plaintiff, J. N. Beasley Grain Co., the sum of \$372.95 from the S. E. Cone Grain & Seed Co., the defendant.

Costs in connection with this arbitration are assessed against the defendant.

Grain Claims Bureau, Inc., Box 687, Station A, Champaign, Ill.

Freight claim audits of your account sales returns three times per year will save you several dollars in a year's shipping. Audits on a percentage basis only, no other costs. A trial is solicited.

W. S. BRAUDT,
AUDITOR AND TREASURER.

Decisions and New Complaints

Before the Interstate Commerce Commission:

No. 23813.—Arizona Seed & Floral Co. v. A. T. & S. F. Ry. By division 3. Reparation awarded on finding rates on rye grass seed, points in Oregon and San Francisco, Calif., to Phoenix, Ariz., unreasonable to extent they exceeded 82.5 cents from points in Oregon and 64.5 cents from San Francisco.

No. 24358.—Globe Grain & Milling Company v. A. T. & S. F. Ry. Charges collected from milling points in California to destinations in the same state on the coarse grain portion of interstate carload shipments of poultry feed, transited at said milling points, where the coarse grain originated at points in the states of Colorado, Iowa, Kansas, Nebraska, New Mexico, Oklahoma and Texas, found applicable and not unreasonable. Complaint dismissed.

No. 24129.—J. G. Peppard Seed Co. v. T. & P. By division 3. Dismissed. Complainant's memorandum of facts did not comply with the rules of practice governing shortened procedure cases in that no affidavit or oath was attached. No effort, the report said, was made to meet that objection when it was offered by the railroads. Report said oral hearing requested by complainant was not needed, saying that the defects should have been corrected by amendments.

No. 24706.—Pillsbury-Astoria Flour Mills Company, Astoria, Oreg., v. Great Northern Railway. Milling in transit. Against the assessment of rates on a combination basis as applied to shipments of grain from points on the Great Northern and other lines in Idaho, Montana, Oregon and Washington shipped to Astoria, there milled in transit and grain products outbound, as unjust, unreasonable, unduly discriminatory against complainant and in favor of competitors at Seattle, Tacoma and other points in Washington, Oregon and Idaho. Ask for cease and desist order, the establishment of rates, rules and regulations as in effect at other points named.

No. 23809, Sub. No. 1.—Acadia Rice Mills, Inc., Rayne, La., v. C. I. & P. Ry. Rough rice. Unjust and unreasonable rates on rough rice, carloads, interstate, between points in Arkansas, Louisiana and Texas; against rates on shipments from points in Louisiana to points in Texas for export and coastwise trade as unjust, unreasonable, prejudicial to complainants and preferential of rice mills located in Texas; against intrastate rates on rough rice and by products from points in Louisiana to New Orleans as unduly and unreasonably preferential of shippers in intrastate commerce especially to New Orleans and unduly prejudicial to shippers engaged in interstate and foreign commerce.

No. 23835, M. B. Sharp v. B. O. Rate, bulk cane seed, Chicago, Ill., to Baltimore, Md., originating at Amy and Elkhart, Kan., with transit at Hutchinson, Kan., unreasonable to the extent it exceeded or may exceed 49 cents. New rate to be effective not later than January 4. Reparation of \$212.20 awarded.

No. 24132, American Popcorn Co. v. A. T. & S. F. By Examiner J. J. Williams. Rate, shelled popcorn, in packages, in carloads, 60,000 pounds or more, Sioux City, Ia., to destinations in California, Oregon and Washington, unreasonable to the extent it may, when applied to shipments of 60,000 pounds or more, exceed 112 per cent of the grain rates prescribed in Grain and Grain Products, 164 I. C. C. 619, and 173 I. C. C. 511.

No. 24088, Rudy-Patrick Seed Co. v. A. T. & S. F., and a sub-number, J. G. Peppard Seed Co. v. Same. By Examiner E. L.

Glenn. Rates, sweet clover seed, carloads, points in Colorado, Kansas, Oklahoma, Missouri, Nebraska, the Dakotas and Minnesota, on the one hand, and points in Iowa, Illinois, Kansas, Missouri, Minnesota and basing points east thereof, on the other, unreasonable to the extent they exceeded the class D rates. Reparation proposed.

No. 24387, Southwestern Milling Co., Inc., v. C. B. & Q. By Examiner Thurston B. Johnston. Dismissal proposed. Rates, wheat, points in Missouri, Kansas, Montana, Wyoming, Colorado, South Dakota and Nebraska milled at Kansas City, Kan., and the products forwarded to destinations east of the Illinois-Indiana line, inapplicable. Rates proposed to be found applicable were Mississippi River combinations and not Chicago combinations, which had been applied, the result being outstanding undercharges.

Safety Codes for Prevention of Dust Explosions

The American Standards Ass'n has just approved a group of six safety codes, five of them for the prevention of dust explosions in industry. One of the codes provides for the use of inert gas for fire and explosion prevention.

There are over 28,000 industrial plants in the United States subject to the hazard of dust explosions. These plants employ approximately 1,300,000 persons and their annual production is valued at more than ten billion dollars.

The codes, which were prepared by the sectional committee under the sponsorship of the National Fire Protection Ass'n and the U. S. Dept. of Agri., are as follows:

Safety Code for the Installation of Pulverizing Systems for Sugar and Cocoa (Z12b—1931).

Safety Code for the Prevention of Dust Explosions in Starch Factories (Z12c—1931).

Safety Code for the Prevention of Dust Explosions in Terminal Grain Elevators (Z12e—1931).

Safety Code for the Prevention of Dust Explosions in Wood Flour Manufacturing Establishments (Z12g—1931).

Safety Code for the Prevention of Dust Ignition in Spice Grinding Plants (Z12h—1931).

Safety Code for the Use of Inert Gas for Fire and Explosion Prevention (Z12i—1931).

The Safety Code for the Use of Inert Gas for Fire and Explosion Prevention provides for the dilution of the air in enclosures in which flammable liquids, dusts, or vapors are handled, so as to reduce the oxygen content of the air to a point where combustion cannot occur. The code includes a table of the maximum permissible oxygen percentage for various flammable substances, and provides for the use of flue gases, carbon dioxide, and nitrogen, or other inert gases.

The safety code for the prevention of dust explosions in terminal grain elevators is a complete revision of the code originally approved in 1928; while the safety code for the prevention of dust explosions in starch factories, and the safety code for the installation of pulverizing systems for sugar and cocoa represent minor revisions.

D. J. Price, U. S. Department of Agriculture, Washington, D. C., is chairman of the sectional com'te, and Hylton R. Brown, U. S. Bureau of Chemistry and Soils is secretary.

Among the organizations which were represented on the committee are: Associated Corn Products Manufacturers; Grain Elevator Constructors; Mutual Fire Prevention Bureau; Society of Grain Elevator Superintendents of North America; Terminal Elevator Grain Merchants Ass'n.

Grain Carriers

Panama Canal traffic during August declined 16.1%, compared with August, 1930. The decrease from 1929 is greater, from 4,296 to 3,423 transits.

Churchill, Man.—Steamer Farnworth left here on Sept. 18, carrying 277,000 bus. of No. 2 northern wheat, the first boat load of prairie grain to traverse the Hudson Bay route.

Of the 225,000 trucks in the state of Ohio only 4,000 are common carriers that can be regulated by the state public utilities commission, making it difficult to enact laws preventing the trucks from competing with the railroads.

Ft. Worth, Tex.—A meeting of the central grain com'te, W. W. Manning, chairman, was held Oct. 7 to consider filing a new complaint against rates on grain and grain products between points in the Southwest, including lower Mississippi River crossings.

Ottawa, Ont.—The Supreme Court of Canada on Oct. 6 decided against the province of Alberta, questioning the order of the Board of Railway Commissioners putting into effect certain rates on grain to Ft. William and Vancouver.

Topeka, Kan.—Grain rates and charges between points in Kansas are attacked as unduly preferential of mills in Southern Kansas in a complaint filed with the Kansas Public Service Commission by flour millers of Salina and Abilene.

Tacoma, Wash.—The Federal Court heard argument recently on the disputed order by the Interstate Commerce Commission lowering the grain export rate from the Snake River basin to Northern Pacific outlets, but giving Columbia River ports a small advantage.

Washington, D. C.—The Ass'n of Practitioners before the Interstate Commerce Commission at its second annual meeting elected Henry Wolf Bikle, Philadelphia, Pa., pres.; W. H. Chandler, New York, sec'y, and Clarence A. Miller, Washington, treas.

The Omaha Grain Exchange has filed a complaint with the Interstate Commerce Commission that the rates from Omaha to various points in C. F. A. territory are 2 cents per 100 pounds higher on grain and grain products than rates from Kansas City to the same destinations.

After twenty-five years of effective regulation of railways the average market price of railway stocks is now less than one-half what it was in 1906, while the average price of industrial stocks is now, in the midst of the worst depression in history, actually higher than it was in 1906 in the midst of a period of great prosperity.

FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.
Shipping Points—
Peoria, Ill., and Carbondale, Pa.

Cars loaded with grain and grain products during the week ending Sept. 26 numbered 36,983, against 43,070 and 49,049 during the corresponding weeks of 1930 and 1929. Total revenue freight showed a much greater decrease than grain, from 1,203,139 in 1929 to 738,029 for the week in 1931.

The transit charge on grain has been reduced from 3 and 4½ cents per hundred pounds to ½ cent, effective Oct. 16 by the B. & O. R. R. from points on the B. & O. south and west of Baltimore, when reshipped to New York, Philadelphia and points between Baltimore and Philadelphia.

The 131 water carriers subject to the jurisdiction of the Interstate Commerce Commission report a deficit of \$68,314 for the year ended Dec. 31, 1930, against a profit of \$6,601,765 the preceding year. They paid taxes of \$1,713,836. The reason the government river barge line can claim a profit is that it pays no taxes and no interest or rent.

Washington, D. C.—Bids are being taken for the construction of two new tow boats for the government-owned barge line, to cost \$400,000. A third boat is already under construction. The three will ply on the lower Mississippi River in an endeavor to make the railroad business still more unprofitable and to use up more of the taxpayer's money and thereby add to the swollen federal deficit.

Milwaukee, Wis.—Some fast unloading was done at the Kinnickinnic Elevator of Donahue-Stratton Co. in July. In 505 hours 4,048 cars were unloaded, averaging 8 cars per hour. On July 27, 28 and 29, with two shifts daily of seven hours each, in 66 consecutive hours 594 cars were unloaded, an average of 9 cars per hour. This was accomplished with one Richardson Car Dumper.

Washington, D. C.—The Inland Waterways Corporation claims to have cleared a profit of \$150,000 during the first seven months of the year, but when Maj. Gen. T. Q. Ashburn, director of barge line operation, declares "We're making money," he forgets about rent, taxes and interest on the government's investment. The corporation has put 321 steamboats and barges on the Mississippi and its tributaries.

Weight of grain doors or boards are considered as a part of the tare weight of the car when railroad track scale weights are used for freight charges on bulk shipments, for which grain doors or boards are used for side door protection. If the actual weight of the grain doors or boards is not ascertained, an estimated weight of 60 lbs. per grain door, or 2½ lbs. per board foot for loose boards, will be used.

A., T. & Santa Fe R. Co.'s Supplement No. 13 to Tariff No. 7124-H, Supp. No. 9 to Ill. C. C. No. 424, effective Oct. 20, restricts the application of rate on grain and grain products from Pekin and Peoria, Ill., to Chicago, Ill., to apply only on shipments originating at points on the C. C. & St. L. Ry. and Ill. Cent. R. R. in Illinois, when moving via those lines into Pekin or Peoria, also from landings on Illinois River moving via boat lines into Pekin or Peoria, Ill.; and cancels rates on grain from A. T. & S. F. Ry. stations to Sheldon, Ill.

Insurance Notes

Cob storage is a hazardous undertaking. It is safer to burn the cobs. Fire in a bin of cobs destroyed an elevator near Indianapolis, Ind., last month. Recently cobs in an attached cob house ignited spontaneously and at another elevator fire started in a cob house in connection with a steam power house. Some measure of protection may be obtained by storing the cobs in a detached house, with automatic cut-off in the spout from the elevator.

Feedstuffs

Chicago, Ill.—The National Soy Bean Oil Mfrs. Ass'n will hold its annual meeting Oct. 22 at the Stevens Hotel.

Steers will eat scabby barley, without obtaining special permit from German importers who are long on the market.

The National Dairy Exposition will be held in St. Louis this year, Oct. 10-18. All railroads have granted fare and one-third and fare and one-half rates.

Kansas City, Mo.—Molasses accounts have been traded by J. P. Parks and J. T. Sexton, feed brokers here. The former now represents the North American Trading & Import Co., and the latter represents Penick & Ford.

Utah has asked railroads entering the state to reduce freight rates on 1,500 carloads of feed concentrates to 50% of the tariffs. Gov. Dern's drouth relief com'te deems this amount of feed necessary to put Utah livestock thru the winter.

Memphis, Tenn.—A. C. Westervelt, director of public relations for the cottonseed meal trading division of the Memphis Merchants Exchange, has been elected sec'y-treas. and gen'l manager of the Exchange Clearing House Ass'n.

Many of the large manufacturers of feed are following the lead of other industries, and are now asking their distributors to meet with their sales forces in an effort to develop greater co-operation in selling the feeder and farmer. These meetings are commonly termed "Advisory Councils."

Washington, D. C., Sept. 22.—Total tonnage of feed grains is estimated at 2% below the 5-year average and 12% above a year ago. This increase in supplies offsets reduced stocks of feedstuffs. The hay crop is 3,000,000 tons short of last year, being placed at 87,000,000 compared with 90,000,000.

With special sessions of the Texas legislature considering means of curtailing cotton production, Texas cotton oil mills are experimenting with other products that will keep their machinery running. An example is the South Texas Cotton Oil Co., which recently bought a consignment of sesame seed from Manchuria.

Louisville, Ky.—Henry Fruechtenicht, grain and feed dealer here, who takes pride in his delivery wagons and teams, took several second prizes in a number of show classes at the Kentucky State Fair this year. Wilson & Co., Chicago packers, manufacturers of Red W Brand tankage and meat scrap, took first prizes with their exhibition team.

Madison, Wis.—Milk production per cow on farms of Wisconsin crop reporters was about 6% below a year ago. Total production of milk is only about 2% below a year ago, since the number of cows has increased about 4%, says the Wisconsin Department of Agriculture. Cattle shipments to sections more favorably supplied with feed are heavier than usual.

It is evident that overproduction in New England has gradually corrected itself. Farmers are now receiving favorable prices for dairy and poultry products compared to the feed basis. In addition they had the advantage of exceptionally good pastures this year. There is nothing bearish in the feeding situation in this section.—Edward R. Bacon Grain Co., Boston, Mass.

Cairo, Ill.—Barrow-Agee Laboratories, of Memphis, Tenn., the acknowledged center of the cotton seed meal business, is opening a branch laboratory here, to be locally managed by G. H. Kyser. Cairo was recently made a delivery point on Memphis future contracts, and a great deal of cotton seed meal and cake is expected to move thru here for northern and eastern feeders.

Portland, Ore.—A joint meeting of the Southern District and Portland district feed dealers will be held with the Portland Millers at the Multnomah Hotel on Oct. 20. Among the subjects to come up are "Delivery of Feed by Milk Trucks out of Portland," "Direct Selling of Feed in the Portland Area," and "Portable Grinding Outfits in the Portland Territory."

While U. S. farm prices as a whole declined 3% from Aug. 15 to Sept. 15, including grains, fruits, vegetables and meat animals, dairy products prices went up 5% and poultry product prices jumped 6%. Hog prices have gone down with the increase in the corn-hog ratio, but corn is still so cheap that hogs may be fed profitably. This should greatly encourage the grinders and mixers of feeds and the manufacturers of supplemental feed ingredients.

Re-made dried skim milk and re-made dried buttermilk have given better results than semi-solid buttermilk or calf meals in feeding calves in experiments at several state colleges. These are not as good as whole milk, or as warm skim milk right from the separator, but substitutes are frequently sought and these commodities in the stock of the elevator doing grinding and mixing in dairying sections should find reasonable sale. Nine lbs. of water are used with one lb. of the dry material to build the re-made product.

In a summary of 4 experiments with fattening steers wherein each steer was allowed 1 ounce of a simple mineral mixture the Iowa Experiment Station found that the margin over and above feed cost was increased \$4.75 per steer. The principal advantage was in the selling price. The mineral mixture used was 49.99 parts ground limestone, 49.99 lbs. spent bone black, and .02 parts potassium iodide. Steers were allowed free choice of salt. One ounce of this was placed on the feed for each steer each day of the trial.

Washington Feed Ass'n to Appoint Standards Com'te

Following the lead of the Eastern Federation of Feed Merchants, which now has under consideration the advantages of a com'te for investigation of new products offered to the trade for sale, the Board of Directors of the Feed Dealers Ass'n of Washington unanimously adopted a resolution reading:

The President is directed to appoint a com'te on feed standards which com'te is directed to work out a procedure to be followed in the matter of investigation of new products offered for sale to the trade and to report their findings on what action should be taken in this connection to the next meeting of the Board.

In the discussion before passage of this resolution it was suggested that the com'te appointed work on experimental work, as well as investigation, on products requiring such action to determine desirability.

Wisconsin Feed & Grain Men Hold Successful Fall Meeting

The first annual Fall Meeting of the Central Retail Feed Ass'n was so successful that it promises to become a permanent affair. Heretofore the organization has held its helpful gatherings at Milwaukee each June, but hereafter other sections of the state will take turns in having the newly instigated "Fall" session.

Eau Claire, home of S. E. St. John, president of this progressive group, was the well selected meeting place for this instructive event, held at the Eau Claire Hotel on Sept. 28. Delegates poured in from Saturday night on until the registration numbered 150.

Dave Quinn, local grog-shophe proprietor (Volstead variety), did most of the entertaining when the sessions were not in progress, having a well-trained bull-dog capable of adding and subtracting and 101 other remarkable accomplishments.

Each delegate receiving a series of tickets of admission to each event which also served as an attendance ticket entitling the holder to the opportunity of winning an electric clock.

S. E. ST. JOHN, president, called the first session to order at 9:30, introducing Fred Stussy, mayor of Eau Claire, who welcomed the convention most profusely.

In responding, President St. John vigorously rapped excessive taxation, the rapid growth of bureaucracy, the stealthily increasing inroads on private business by political off-shoots such as the farm bureaus, and pleaded with his listeners to take a most active interest in politics and the qualifications of the people's representatives in every capacity.

He severely scored merchants who are broadening their scope of business to include lines entirely foreign to them, as well as lines which tread upon another merchant's toes.

He dwelt interestingly upon the progress made in the development of the various "district clubs" formed and functioning throughout the state, citing the better fellowship, understanding and co-operation growing out of the contacts. He urged more districts to get together, as well as to join with the parent organization.

DAVID STEENBERGH, Milwaukee, Sec'y of the state body, urged all delegates to feel perfectly friendly with everyone else who wore a registration badge, which insignia, he stressed, was all the introduction necessary.

H. H. HUMPHREY, Wausau, Wis., opened some economic questions disturbing the state and the nation in his splendid address entitled "Where Organization Counts."

GEORGE C. HUMPHREY, professor of Animal Husbandry at the University of Wisconsin, Madison, followed with an enlightening talk on "What Retail Feed Dealers Should Know About Dairy Feeding," which treatise was designed to give feed dealers a concise knowledge of the feeders problems in the interest of selling more and better adapted feed.

Feedstuffs Movement in September

Receipts and shipments of feedstuffs at the various markets during September, compared with September, 1930, in tons, were:

	Receipts		Shipments	
	1931	1930	1931	1930
†Chicago ...	13,884	18,681	31,237	49,649
†Cincinnati ...	660	630	.....	.....
†Kansas City ...	2,260	4,540	19,460	18,260
†Milwaukee... ..	27,730	20	10,630	7,810
†Minneapolis ...	1,623	3,168	40,395	55,723
†Peoria	11,080	30,950	11,704	38,526
†San Francisco ...	300	546	.....	.....
†New York... ..	89	.....	.....	.....

†Millfeed. ‡Bran and shorts.

He opened with the remark that if all of the cows in Wisconsin were fed as well as some are and as all good producing cows should be that there wouldn't be enough feed produced in the country to meet the demand. Sell "Service!" Help the farmer to be most economical. Don't just wait for him to come in for a sack of bran.

MONDAY AFTERNOON SESSION

JAMES H. VINT, manager of the Farmers Co-operative Elevator Co., Union Grove, Wis., opened the afternoon's session with some pertinent thoughts on "How Long Can a Feed Dealer Sell at a Loss and Still Make a Profit?" Mr. Vint is a past treasurer and present vice-president of the Central Retail Feed Ass'n, and is a former State Commissioner of the Wisconsin Department of Markets.

Lots of us are apparently trying to solve this question to our own satisfaction. The length of time necessarily depends upon one's bankroll. He illustrated his point with a very entertaining story, the conclusion of which was that some feedmen will have to pass out of the picture before the industry is rid of its price-cutting weaklings. He continued:

We have always had the car-door buyer, however, the regular dealer in the game all of the time ultimately gets the business.

Jobbers selling direct don't do much business either. This practice is bad business for it demoralizes the market, but those jobbers never live long.

Portable grinding will go the same way as other impractical schemes.

On the topic of CREDIT, the farmer once was the best gilt edge security of the country, but that is not the case now. Ask your banker!

YOUR INVENTORIES at the end of this year will amount to about half of what they were last year. WHERE IS THE DIFFERENCE—in the cash drawer? I doubt it!

As prices decline, overhead remains constant. Therefore margins must be adjusted. Selling oil meal at \$60 on a 10% margin is only 5% on a \$30 level, and so on down. What are you doing about it?

Farmers can't feed satisfactorily unless the dealer carries a full stock. That costs lots of money, so the dealer is entitled to a margin that will protect him.

Feed Dealers cannot sell at a loss and continue to stay in business very long, but they can anticipate higher and lower markets and keep their farmers posted and work with them fairly, buying within limitations.

Cut throat competition is the worst evil today. It affects a complete territory. We must not only work fairly with the farmer but must work fairly with one another to survive and really serve.

CLARENCE P. CLARK, Chicago, chairman of the National Feed Merchandising Council, followed, speaking very forcefully on "Let's Get Back to Work!" His address is published elsewhere in this number.

E. E. ROQUEMORE, Chicago, concluded the afternoon's session with a treatise on "Advertising for Retail Feed Dealers," which appears in another column.

THE BANQUET

The banquet was a riotous affair, given the title of the Feed & Grain Dealers' First Fall Frolic, Banquet and Entertainment. The feast featured a regular Thanksgiving turkey dinner, lively music, and most attractive entertainment.

Czechoslovakia has increased the import permit fees on grain and flour from one-half of one per cent to one per cent of the invoice price.

St. Louis Feed Prices

The following table shows the closing bid price each week on the St. Louis market per ton of standard bran gray shorts and standard middlings for the December delivery:

	Sept. 12	Sept. 19	Sept. 26	Oct. 3	Oct. 10
Bran	\$11.05	\$10.75	\$ 9.90	\$ 9.15	\$ 9.85
Shorts	11.85	11.30	10.40	10.00	10.45
Midds	11.35	10.65	9.90	9.50	9.95

Feed Control Officials Will Meet

The annual meeting of the Ass'n of American Feed Control Officials is scheduled to be held at the Raleigh Hotel, Washington, D. C., Nov. 5-6.

The program during the afternoon of the first day calls for the reports of the president and sec'y, and the appointment of com'tes. Speakers at this session will be Edward Drescher, St. Louis, pres. of the American Feed Manufacturers Ass'n; Dr. Lewis Radcliffe, deputy commissioner of fisheries, Washington, D. C., who will talk on whale meal; W. H. Hosterman, assistant marketing specialist, Washington, alfalfa meal grades; G. L. Bidwell, Washington, collaborative sample results.

The second day's meeting will be for members only and will discuss several important subjects, among which are:

Better regulation of local batch mixing by control officials.

Should same feed in meal and pellet form require separate registration?

Should manufacturers be required to state the presence of screenings in wheat by-products used in mixed feeds?

Is iodized salt subject to feed legislation? Cod liver oil control measures.

Should statement of percentage of calcium carbonate instead of limestone be permitted when in mixed feeds?

Should feedstuffs be sold under names that indicate either the materials or the kinds of live stock or poultry for which intended?

Yeast

What constitutes molasses in mixed feeds?

Should not an acceptable list of ingredients in mineral feeds be established; a maximum percentage of certain ingredients?

Following membership discussion of these and other questions the com'te reports will be heard and officers elected for the ensuing year.

Special com'te reports will be made on alfalfa products, buttermilk, fish meal, table scrap meal, cod liver oil, millfeeds, screenings, corn chop and related products, malt grains, gluten feed and meal.

New Feed Trade Marks

Atlantic Shell Co., Jacksonville, Fla., No. 317,062, a representation of a white hen against a black background, inclosed by a circular band bearing the words, "Pearly White Brand," for crushed shell used in poultry feeding.

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Grain Dealers Meet Competition With Portable Mill

Brunsell & Fellows, Evansville, Wis., grain and coal dealers, purchased a portable hammer mill last month, a machine about as large as can be efficiently operated on a truck, with capacity for nearly two tons per hour. The machine has a drag type feeder that stirs and mixes combinations of grains being ground before they enter the mill.

That is an efficient way to meet the portable grinder problem. Beat the other portables to it. Then improve your stationary plant so you can manufacture a complete line of feeds for distribution in a trucking radius, and establish a truck route that thoroly covers the territory.

Large Peanut Crop

The actual acreage of peanuts which will be finally harvested will depend upon prices at digging time, since varying proportions of the crop are regularly left in the ground for hogging, or dug up and fed to livestock.

But the acreage is about 23% larger than it was a year ago, according to the preliminary reports of the U. S. D. A. crop reporting service, and the indicated crop on the September condition report was for 913,350,000 lbs., the largest since 1916-18, 118,000,000 lbs. above the 5-year average, and 187,000,000 lbs. above the 1930 crop.

So along with an overproduction of wheat, corn, oats, and politicians we shall have a plentiful supply of peanuts. Well, one live-wire local elevator grinder and mixer in Iowa takes the entire output of peanut hearts from a peanut butter manufacturer, and grinds them into feed. He says they make an excellent high protein supplement.

Information also comes to hand that southern packers are preparing to label and market peanut fed hog carcasses as "peanut pork." Heretofore the oily character of the peanut fed hog has caused the carcass to shrink under curing processes. Wrapping the hams in transparent paper has been found to keep them sound and the superior flavor of peanut fed pork is expected soon to make it popular.

Wisconsin Will Study Kelp

Because evidence points to the sea as a source of biological products not common in farm grown feeds, the University of Wisconsin has made plans for research on kelp for poultry and live stock feeding this winter.

Kelp is a seaweed commonly found along the shore lines of this country, which is reputed to contain most of the minerals that animals and poultry need for complete balance of their rations.

J. G. Halpin, E. B. Hart and G. Bohstedt of the Wisconsin College of Agriculture, will be in charge of experiments.

Wheat in a Dairy Ration

Wheat is the equal of corn in feeding value, but unlike corn it must be mixed with other ingredients if it is to be relished by cattle. For feeding the dairy cow Prof. H. A. Hopper of the New York State College of Agriculture, suggests the following mixture to be fed with legume hay:

200 lbs. ground wheat, 100 lbs. barley, 100 lbs. gluten feed, 200 lbs. ground oats, and 100 lbs. linseed meal.

With mixed hay and corn silage the mixture may be varied to 300 lbs. wheat, 300 lbs. oats or barley, 200 lbs. each of bran, linseed meal and cottonseed meal.

Books Received

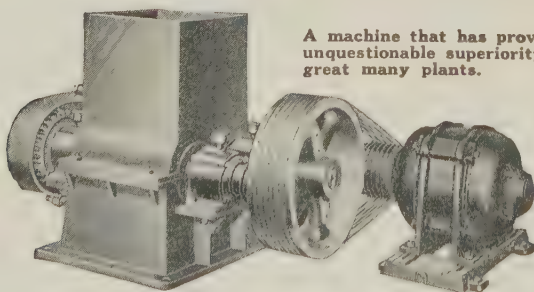
WHEAT AND POLITICS is not an assault on co-operative marketing, nor upon the Agricultural Marketing Act. It exposes and directs attention to the politicians and promoters who have defrauded the farmers of America and prostituted the co-operative movement for their own selfish ends. The book furnishes a bill of particulars, names, dates, crimes, embezzlement and theft. The author points out where the Farm Board is violating the letter of the law by charging more than 4 per cent interest on money loaned to co-operatives. "Wheat and Politics" is written in narrative form, highly illustrated, and the charges contained in it are directed generally at the Farm Board, and particularly at McKelvie, former wheat member, Chairman Stone, C. E. Huff, President of the Farmers National, and M. W. Thatcher, its largest stockholder. The book is probably the most concrete document ever prepared against the Farm Board and its program. By J. W. Brinton, author and publisher, Minneapolis, Minn. Cloth, 269 pages, \$2.50.

Dublin.—A proposal to establish a customs duty on oats imported into the Irish Free State has been referred to the country's tariff commission.

The total weighted average cost of wheat production in Argentina for the 1930-31 crop, including transportation to railway stations, is estimated at \$6.35 m/n (paper pesos) per quintal—60.71 cents per bushel, according to a recent report from the Bureau of Rural Economy and Statistics for Argentina. The actual cost of growing wheat was only 27.44, but rent 15.58, transportation, 6.31 cents, and other items brought up the total.

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Trade Problems Discussed by Pennsylvania Feed Men

Trade problems were the concern of the 54th annual convention of the Pennsylvania Millers & Feed Dealers Ass'n held at the Penn-Harris hotel, Harrisburg, Pa., Sept. 16-18. A live wire program that filled up the three days, yet left time enough for friendly, informal discussions between friends and for entertainment features available, commanded the attention of every delegate. Considerable emphasis was placed on feeds, indicating the place grinding and mixing has achieved in local feeding circles.

Wednesday Evening Session

The first session, presided over by Pres. W. B. Barnitz, came to order the evening of the first day.

GEO. E. FOSS, sec'y of the Pennsylvania State Chamber of Commerce, expressed a warm welcome, and best wishes for a profitable and entertaining convention. During the course of his talk he encouraged the trade by specific mention of previous depressions, offering evidence that, once started, recovery was rapid and carried the nation to higher scales of living than it had previously enjoyed.

H. V. WHITE, reporting for the com'te in charge of the feed registration bill in Pennsylvania, said the bill to amend the license fee in Pennsylvania was introduced and passed by both houses at the last legislature, with an amendment that firms whose fee would equal \$25 or more could pay this amount without public declaration of the volume handled. This apparently did not satisfy the governor, for he vetoed the bill, declaring it improperly drawn.

Further attempts to pass this legislation will be made at the coming legislative assembly.

Thursday Morning Session

DR. J. A. LeCLERC, of the U. S. D. A., was the first speaker at the second session. He discussed the activities of his department on flour and feed.

DR. J. E. HUNTER, Pennsylvania State College, discussed "Scientific Compounding of Feeds." This is published in part elsewhere in this number.

Friday Morning Session

Com'te reports were first on the program at the last session. Among the resolutions that were passed was an indorsement of the National Feed Merchandising Council, which urged elimination of price guaranties and long-term bookings.

OFFICERS: The report of the nominating com'te was adopted and placed back in office Julius E. Lentz, Laurys Sta., pres.; W. K. Harlacher, Highspire, 1st vice-pres.; A. R. Selby, Germantown, (Md) 2nd vice-pres.; E. J. Eshelman, Lancaster, treas.; Geo. A. Stuart, Harrisburg, sec'y.

Directors elected are: A. T. Collins, chairman, Mount Pleasant; Robert C. Miner, Wilkes-Barre; C. Y. Wagner, Bellefonte; H. S. Appensellar, Chambersburg; W. B. Barritz, Carlisle.

The remainder of the session was devoted to addresses, among which were "The Chain Feed Store Problem," by David K. Steenberg, Milwaukee, Wis.; and discussions of feed grinding and mixing equipment by H. M. Soars of Sprout, Waldron & Co., and F. M. Walter of Robinson Mfg. Co.

Principal features of entertainment offered the feed men were a golf tournament at the Colonial Country Club Thursday afternoon, and a banquet at the Penn-Harris Hotel, Thursday evening.

Dairy Formulas for Feeding Rye

When fed alone rye is not relished by dairy cattle and large quantities of it in the feed will produce dry, hard butter. But small quantities, mixed with other feeds is readily eaten and will replace such grains as oats, barley and corn.

A dairy ration including rye for use with legume hay and silage is a thoro mix of 300 lbs. ground rye, 300 lbs. ground barley, 200 lbs. bran, 100 lbs. gluten feed, and 200 lbs. cottonseed meal.

For feeding with mixed hay and silage use 300 lbs. wheat, 300 lbs. ground rye, 200 lbs. bran, 200 lbs. linseed meal, and 200 lbs. cottonseed meal.

Cane Molasses is Antianemic

Cane molasses contains larger quantities of iron and copper than beet molasses, according to chemical molasses analysis made at the Ohio Station, when an experiment was made with feeding molasses to young rats to determine its antianemic potency.

The young rats were divided into three groups just after weaning, and were given access to all the whole milk they would drink. In addition one group was given .5 gm of cane molasses, and a second .5 gm of beet molasses, daily. The third lot was left on whole milk only until anemia developed, then divided and fed as were lots 1 and 2.

Examination of the hemoglobin content of the blood of individual rats indicated that cane molasses prevented anemia and when fed after anemia had developed it restored the hemoglobin regenerative properties. Beet molasses was just the opposite and proved of no help in preventing anemia, much less improving the health of rats that were already suffering.

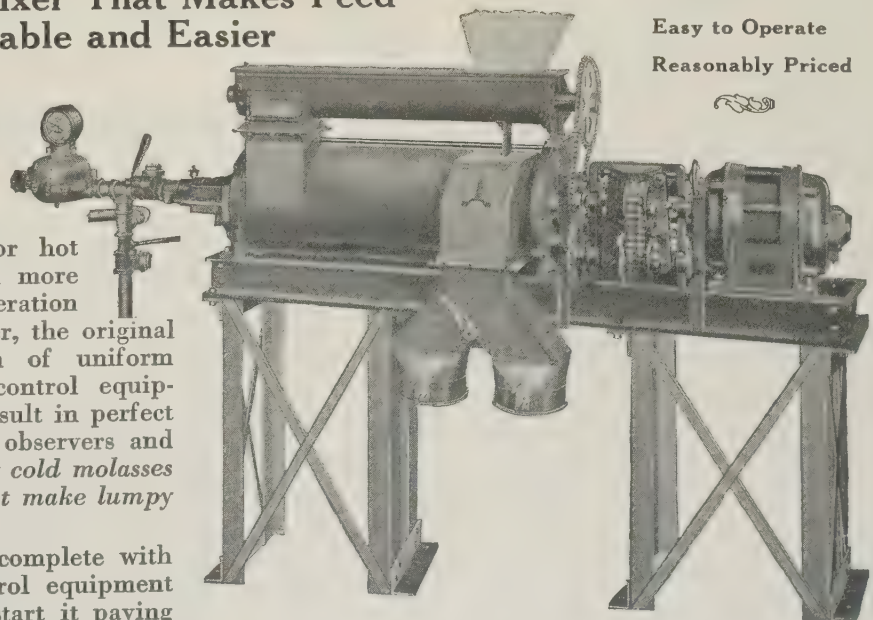
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The Monarch Molasses Mixer That Makes Feed Mixing More Profitable and Easier

Here, truly is a mixer that blends cold or hot molasses with all kinds of mixed feeds in proportions up to 50% without excessive friction and produces lump free sweet feeds of unexcelled quality.

It applies cold molasses in cold or hot weather with less power, better and more profitably because of the perfect operation of the variable speed controlled feeder, the original mixing agitator design, the system of uniform molasses distribution and accurate control equipment. Outstanding advantages that result in perfect mixing, simple operation and causes observers and users to say, "The Monarch is the first cold molasses mixer we have ever seen that does not make lumpy feeds and uses so little power."

The Monarch Coldmix outfit comes complete with agitator, pump, strainer, meter, control equipment and piping. No extras required to start it paying profits.



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Poultry Feeds and Feeding

Don't begrudge the hen her feed; that is what she uses to make eggs.

Madison, Wis.—Wisconsin egg production estimates on Sept. 1 were 38.6 eggs per 100 lbs., an increase of 3% over a year ago.

Bran is being burned instead of coal by one mill in Colorado because the freight and sacking costs leave nothing if shipped.

It takes a little less grain to make fall pork than it does to feed out spring pigs. Fall pigs make more economical use of their feed.

Cycles in hog prices and the corn-hog ratio are accepted generally. The wise grinder and mixer does something about it by collecting data and help advising his patrons.

In figuring poultry feeding costs a year's production is the only sound basis. Wide seasonal variations in egg production are the lot of poultry men, feed consumption is fairly constant.

Encourage the farmers and poultrymen to cull their flocks during September and October. Pullets are coming into lay and the longer unprofitable ones are carried the more profit they will eat.

Middlings are known as shorts in some sections of the country, likewise they are sometimes termed red dog flour. A mixed feed of bran and middlings is known in some sections as ship-stuff.

Chicago, Ill.—Frank Brobst, formerly associated with the Kraft Phoenix Cheese Corp., has opened an office here to handle sales of Clo-trate, a concentrated cod liver oil for poultry and livestock.

Milk is authoritatively looked upon as a valuable ingredient in the ration of laying flocks, whether it is dried skimmilk, dried buttermilk, or milk sugar. Even in liquid form it can profitably make up as much as 10% of the ration.

In Pennsylvania tests high producing flocks (173 eggs) were 48% more efficient in feed utilization for egg production than low producing flocks. They consumed 5.64 lbs. of feed for each dozen eggs laid, whereas low producers (106 eggs) required 8.34 lbs. of feed to produce a dozen eggs.

Pennsylvania poultry records show that the peak production of all flocks comes in May. April, May, June and July are the heaviest production months; October, November, December and January, the lightest. Variations in production are less pronounced in big flocks, where earnest poultry students seek to level out the curves, than in the farm flocks.

Poultry on farms numbered 3.3% less on Sept. 1, than a year ago, and 4.5% under the 5-year average, according to the Bureau of Agricultural Economics. Production of eggs per 100 birds was 7% up from the 5-year average, and 11% over the last year's figures, which proves poultry men and farmers have been culling their flocks closely and are doing a good job of feeding the birds they have saved.

Record flock reports from Iowa show that altho average total receipts per bird were 29.7 cents during August, as compared with 34 cents last year, the total expenses per bird were only 14.6 cents as compared with 21 cents a year ago. This leaves a margin between receipts and expenses of 15.1 cents as compared with 13 cents a year. Low producing flocks showed only 8 cents margin compared with 11 cents a year ago, which only verifies the natural law that the most efficient poultry men reap the most profit.

Poultry Production in Iowa Has Margin of Profit

It should interest every Iowa grain and feed dealer to know that average production of Iowa poultrymen, who kept records under the calendar record system during August, was 12 eggs per hen, compared with 11 a year ago. This production was about the same as a year ago, and showed a good margin of profit in spite of low prices, because of the low price of feed. The record released by the Iowa State College shows:

Altho the average total receipts per bird during August were only 29.7 cents, compared to 34 cents a year ago, the total expenses per bird were only 14.6 cents, compared to 21 cents a year ago. This leaves a margin of 15.1 cents compared to 13 cents a year ago. The 10 high producing flocks showed a margin per bird between the receipts and expenses of 21 cents, compared to 12 cents a year ago.

Minnesota Laying Mash

Grain & Feed Journals: We would like a poultry formula from the Minnesota agricultural department.—Binding-Stevens Seed Co., Tulsa, Okla.

Ans.—Minnesota suggests a number of excellent laying mashers that are suitable to poultry production in many parts of the country besides the state that recommends them. These appear in Circular No. 20 of the University, "Feeding Poultry for Profit," by A. C. Smith. They are to be thoroly mixed by weight.

No. 1		No. 2	
parts	ingredient	parts	ingredient
1	cornmeal	6	cornmeal
1	wheat bran	4	ground oats
1	wheat middlings	4	wheat middlings
1	fine ground oats	2	wheat bran
1	beef scraps	2	alfalfa or clover meal
		7	beef scraps
No. 3		No. 4	
6	cornmeal	6	cornmeal
4	ground oats	4	wheat middlings
4	wheat middlings	3	wheat bran
4	wheat bran	4	ground oats
7	beef scraps	3	alfalfa meal

No. 3 is suitable when there is a plentiful supply of green stuffs like fresh alfalfa or clover, kept before the hens.

No. 4 has no provision for animal protein. It is to be fed when beef scraps are kept constantly before the hens in a separate hopper.

Many mixers will want to use dried skim milk or dried buttermilk, using this to replace the beef scrap in full or part. When this is done the addition of from 3% to 5% of bonemeal to the mash will improve its ability to produce results.

In each of these mashers from ½ to 1% of fine table salt and the same amount of powdered charcoal should be added and thoroly mixed with the other ingredients.

For scratch grains cracked corn, wheat, oats and barley may be fed either mixed or separately, but in either case cracked corn should predominate as follows: Cracked corn 60%, wheat 20%, oats or barley 20%. If without wheat, substitute barley; if without corn, feed 60% wheat and 40% oats or barley or both. Avoid a preponderance of grains with hulls; they are hard for hens to digest.

Premium List of Coliseum Poultry Exposition Now Ready

The premium list of the Coliseum Poultry Exposition, scheduled to be held in Chicago Dec. 1-6 this year, is now ready for mailing.

The Exposition promises to be bigger and better than ever. Included in the program are more than 25 national and sectional meetings of specialty clubs.

Opening ceremonies will be broadcast over a 20-station hook-up of the National Broadcasting Co.

Premium lists are available from Harvey C. Wood, Room 1906, Board of Trade Building, Chicago.

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by L. M. Hurd

extension instructor in poultry husbandry, New York State College of Agriculture at Cornell University, is an up to date treatise on the raising of poultry. The poultryman who keeps hens as a main enterprise, the farmer whose flock is incidental to other farm operations, and the feed dealer who wants to talk knowingly about poultry raising will all find the book useful and profitable to read. Printed in large type, and with many illustrations, its 400 pages are full of practical information.

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Prolonging the Laying Period

At this season of the year, when egg production is falling off and poultry men are worried about the moult, grain and feed dealers are interested in seeing continued high production. A. C. Smith, of the Poultry Division, University of Minnesota, in Circular No. 20, suggests three ways for prolonging the laying period.

1. By gradually increasing the amount of laying mash and diminishing the amount of scratch grain.

2. By adding to the laying mash a larger amount of meat scraps, powdered milk, fish meal, or like products.

3. By substituting liquid milk for water as a beverage.

All changes should be made gradually. When the hens' digestive systems are disturbed their egg production suffers.

Figuring Production Against Feed Costs

Prof. R. E. Jones, extension poultryman of the Connecticut Agricultural College, speaking before poultrymen of New Hampshire and his own state, set his audience thinking when he asked, "Which would you rather have: 12 eggs more per hen per year; an increase of 3 cents per dozen on all your eggs; or a decrease of 50 cents per 100 lbs. on all the feed you buy?"

He answered his own question with, "There isn't much choice. The average net price for eggs in Connecticut is 42 cents a dozen, and 12 more eggs would be 42 cents. The average production on Connecticut farms is 13½ dozen eggs per hen per year, and an increase of 3 cents per dozen would amount to about 41 cents. With an average feed consumption of a little over 80 lbs. per hen per year, a decrease of about 50 cents per hundred pounds in feed would amount to 40 cents. All three points are important."

Mr. Jones figures the necessary percentage of production this way: The price of feed, divided by the egg price, multiplied by 2½, equals the percentage of production required to buy feed. Thus: if the feed price is \$2 per hundred, and the price at which eggs are selling is 40 cents a dozen, and you divide \$2 by 40 cents, the quotient is 5. Multiply 5 by 2½. The answer is 12½ per cent production necessary to buy feed. It means 125 eggs a day from 1,000 hens.

To Enter Trucking Negotiations

The Feed Dealers Ass'n of Washington is prepared to fight increased rates on hay and straw in the Northwest, in testimony whereof its Board of Directors has unanimously passed the following resolution:

In view of the prospect of an increase in the hay and straw freight rates in the Northwest, under Docket 17000, Part 10, the officers of the Ass'n are directed to take steps to enter into a contract for hay hauling by truck, with reputable firms, such a contract to be contingent upon the application of increased hay and straw freight rates such as those proposed in the Examiners report.

Pennsylvania Laying Ration

The standard ration for laying hens recommended by the Poultry Extension Department of the Pennsylvania State College is:

Mash

200 lbs. corn meal.
100 lbs. wheat bran.
100 lbs. wheat flour middlings
100 lbs. ground oats.
100 lbs. meat scrap.

Scratch

400 lbs. corn.
200 lbs. wheat.
200 lbs. oats.

Concentrate Ingredient Prices Down

Elevator operators who do grinding and mixing will be interested in a comparison of retail feed prices in New England compiled by the New England Milk Producers Ass'n. It demonstrates that feeds and feed ingredients are, with few exceptions, below the 1913 level, shortly before a war turned a depression into a boom. The comparisons are for September.

	1931	1913	Difference
Corn meal	\$1.47	\$1.60	\$.13
Cottonseed meal	1.55	1.75	.20
Gluten feed	1.52	1.55	.03
Ground oats	1.40	1.45	.05
Linseed oil meal ...	1.86	1.65	*.21
Wheat bran	1.10	1.30	.20
Mixed feed	1.34	1.40	.06
Stock feed	1.45	1.50	.05

*Above.

In August New England milk prices were 8% above the pre-war level and butter was only 1% below. At the same time grains were 13% below.

Oregon Feed Dealers Reorganize Plans

The set-up of the Oregon Feed Dealers Ass'n was revamped at the last meeting of the board of directors. Several overhead expenses were eliminated and dues were reduced to \$5 per year for active and affiliated members and \$10 per year for associate members.

The bulletins and general letters will be continued and meetings in the Portland district will be held on days following or prior to Vancouver meetings of the Washington Ass'n. Other meetings will be held only by special arrangement.

Salem, Eugene and Hillsboro meetings will be held in October, preferably late in the month. No other regional meetings will be held before spring, except by special call.

Barberry bush eradication measures are being pushed around Pueblo, Colo., where the world's largest barberry bush has been found, harboring on the ranch of J. P. Harbour. It has a branch spread of 25 ft., which is five times as wide as that of the ordinary breeder and spreader of black stem rust, and has stalks 3 inches in diameter. Efforts are being made to kill it by injecting poison into the stalk.

GOLDEN SEAL YEAST

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A Profitable Feed Ingredient
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Poultry Feeds & Feeding

By Lamon & Lee

A book of 247 pages designed to meet the needs of all who are interested in feeds for poultry. Grains, rations and methods used in every section of the U. S. are taken up and discussed to make this book of value in all sections.

In three parts: Part I is devoted to the principles of feeding, explains which elements have been found essential in feeding poultry and tells why certain combinations are made. Every grain or feed-stuff used for poultry is discussed in Part II. Rations for every class of poultry keepers are included in Part III.

An invaluable book which should be in the reference library of every grinder and mixer of feeds for poultry.

Price \$1.75 plus postage.

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Increase Your Mash Feeds Business with ANIMAL-POULTRY YEAST FOAM

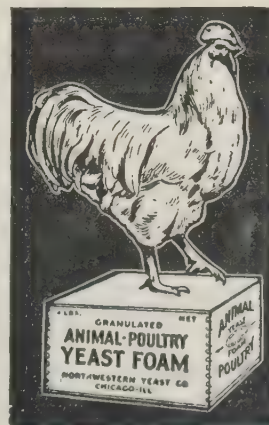
Millers and Feed Manufacturers Cashing In Big on the Large and Increasing Demand for Yeast Feeds

Faster growth, increased fertility and much greater resistance to disease have been proved so often that yeast in poultry and stock feeds is now considered a necessity by all wise breeders. Yeast is the richest known source of Vitamin B—the growth vitamin—and is rich also in Vitamin E, which produces fertility and stimulates reproduction. Yeast-fed stock and birds have more red corpuscles, fewer bacteria in the digestive tract, and much better digestion.

Animal-Poultry Yeast Foam in your mash feeds will increase your feed sales and profits, give better results to your customers, and bring them back for more. A postcard inquiry will bring the complete story of yeast and yeast feeding by return mail. Write today.

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The Feed Industry To-day

From Address by J. H. CALDWELL, St. Louis, Mo., before Grain and Feed Dealers National Ass'n at Houston, Tex.

It was not until thirty or forty years ago that we began to pay much attention to feeding. In other words, we were using *natural* feeds for animals which had become highly *unnatural*. The more unnatural an animal is today—that is, the more extra milk, extra eggs, etc. that are produced, the more profitable she is.

At about the same period that saw the development of our many industries that produce feeding by-products, we also witnessed a growing knowledge in the field of animal nutrition, an increased efficiency in chemical equipment and technique. Needs of animals were studied, and by-products put under the closest scrutiny in the laboratory and experimental feeding lot, to determine their particular qualifications, or lack of fitness as the case might be, for various feeding purposes.

The first work done along these lines took into consideration three general nutritional factors: protein for the development of muscle and sinews, hair, hide, hoof, etc., fat for heat and energy, and minerals for the growth of bone. It was found that some by-products contained an abundance of certain nutritional factors but little of others. Better results could be obtained by the livestock owner if he combined materials that had an abundance of carbohydrates and fat with those that were particularly high in protein.

The Proteins.—As experimental work went deeper and deeper into the science of nutrition, other secrets were probed. For instance, we now know that proteins, the builders, are really groups of simpler compounds—there now being known about 20 amino acids which are not interchangeable. For instance, if an egg needs a certain amount of cystine, the hen can't take other proteins and break them down into cystine. Milk requires certain protein combinations—the growth of baby chicks a different combination—and so on.

Minerals, as such, it was learned, mean little in an analysis, but that certain minerals in a usable form must be furnished these unnatural animals that must produce in unnatural quantities to make them profitable to their owners.

The Vitamins.—There also came the discovery of unknown nutritional factors which, for want of a better name, are called vitamins. Some of these hidden workers could make up for a lack of sunlight, others could aid bone growth and prevent rickets. Scurvy, long known on sailing voyages, has been definitely traced to the lack of a certain vitamin.

Let us go back for a moment to the first beginnings of production and the use of by-products. It was found that wheat bran, for instance, would add certain value to a ration, but was much more valuable if properly fitted into a combination of other feeds, just as gears mesh in a piece of machinery.

Simple combinations of bran, molasses, cottonseed meal, etc. were offered to the farmer and found to get better results than when used singly. From this humble beginning of thirty-five to forty years ago, the mixed feed industry has grown step by step, along with the knowledge of nutrition and the develop-

Farm animals and poultry are manufacturing plants just as much as flour mills, cereal plants, or mixed feed plants.

In order that you might visualize the part that the knowledge of nutrition plays in obtaining the greatest production from these plants, I would like to call your attention to the hen, with which we are all familiar.

The Hen.—If I could show you a moving picture of the inside of a laying hen and see what is going on, we would discover the "egg nest"—a mass of yolks, some no larger than a pin head, others ranging in size from the size of a pea to that of a walnut. No doubt you are all familiar with this cluster of yolks, which nature started on the day the hen was hatched. In her at that time, are all the eggs she will ever have. That's the part breeding takes in a hen's lifetime laying ability. The developing of those yolks into finished eggs is where man helps or hinders the hen's work of putting eggs together, as a finished product. He helps or hinders in egg making by the scratch and the laying mash he gives her.

This cluster of yolks put in her "egg nest" by nature and their increase in size was brought about by the things she got in her feed.

Scratch feed . . . grains . . . develop these yolks. They can not be turned out as yolks alone, any more than a flour mill can turn out pancake flour with wheat alone. There must be other ingredients to complete the pancake flour and there must be a sack or container in which to carry the finished product.

A hen can't lay half an egg. There must be a white and there must be a shell (sack or container). There is a small amount of white and shell material in scratch feed, but not much. A hen will tell you that by the few eggs she lays.

The Missouri State Poultry Experimental Station says that hens fed grain alone made an average of only five eggs per month. Grain alone yields small egg production, because it builds mostly yolks and stores fat on the body, if there is a surplus. It takes fourteen days for a hen to develop yolks, but only one day to develop whites and shells. That is why you will find yolks of varying sizes in a laying hen, but no whites and shells. The hen must build a white and shell daily.

Laying mash makes the whites and the shells. There is some yolk making material in the mash feed, but fundamentally, mash is the side of the egg making ration that makes the whites and the shells. The white making materials can not be stored in reserve by the hen like the yolk making material. She must get it day by day.

Again quoting the Missouri State Poultry Experiment Station, it shows that hens fed a laying mash with scratch laid 17 eggs per month or an average of 12 more eggs per hen than those which were fed grain alone. This shows that egg production hinges on the furnishing of the white making material by keeping the mash part of the ration before the hens daily.

It is very evident from the foregoing, that the mixed feed business is not a hit and miss business, but a business that has developed thru long years of experience and in which scientific research has played a very important part.

To industries such as wheat milling, cottonseed crushing, etc. the value of by-products is of enormous importance in the profitable functioning of the business. In the long run, the values of by-products are set by the service they actually perform in animal feeding.

By Products fed singly, by the individual farmer, with few facilities for mixing and lack of capital for carrying a number of raw materials, are of nowhere near the efficiency that they achieve in a properly balanced mixed feed. We do not go to one automobile factory for a pair of fenders, another for a top, and another for a motor—we want a complete car, ready to drive. The farmer, in spite of the opposition of some of our agricultural institutions who have not familiarized themselves with progressive feed concerns, has steadily shown a preference for a mixed feed that is all ready to be added to his home grown feeds, to make the proper balance for highest production or lowest cost of production.

It is not by chance that a greater and greater proportion of by-products are reaching the feeder as ingredients of good commercial feeds. They are getting the best results for the feeder in this form. The mixed feed industry is gradually becoming the largest customer of those who have grains and by-products to sell. The progress of the mixed feed industry is a vital factor to the progress of all industries that deal in grain produce feeding by-products.

The mixed feed industry is confronted with many problems, such as variation in freight rates, milling in transit rules, and feeding laws of the different states, much more so than the regular grain and feed trade, because of the more complicated nature of the business.

Freight Rates.—The combination of different ingredients often changes the rate basis of the finished product. Different parts of the country have different rulings with reference to the rates that balanced rations take. There is also a very ununiform method of transit in different parts of the country. In certain parts of the country, certain ingredients are permitted transit while the same ingredients in other parts of the country do not enjoy any transit. Thus, you can see that complications continually arise in freight rates and milling in transit rules.

Feedstuffs Laws Not Uniform.—Another serious problem that confronts the mixed feed industry is the lack of uniform feeding laws in the different states. Some states require bags to be tagged and state stamps affixed thereto, while other states do not require a tax or declaration of the ingredients contained in the finished product.

As previously stated, the mixed feed industry is gradually becoming the largest customer of those who deal in grain and by-products, and we earnestly solicit the co-operation of the grain and feed trade in securing uniform transit rules and uniform feeding laws throughout the United States.

Exports of Feeds

Exports of feeds of domestic origin during August, 1931, compared with August, 1930, and for the 8 months ending with August, 1931, as compared with the same period a year ago, are reported by the Bureau of Foreign and Domestic Commerce (000 omitted), in short tons, as follows:

	August		8 mos. ended August	
	1931	1930	1931	1930
Hay	144	294	4,761	4,730
Cottonseed Cake	1,661	...	26,426	21,366
Linseed Cake	27,704	10,210	135,671	139,000
Other Oil Cake	2,786	1,101	33,624	7,481
Cottonseed Meal	1,867	172	5,509	14,109
Linseed Meal	651	889	6,120	9,260
Other Oil Meal	127	701	1,204	1,711
Oyster Shell	2,905	2,673	41,240	35,774
Fishmeal	272	...	2,585	...
Alfalfa Meal	476	...	1,253	...
Mixed Dairy Feeds	124	162	1,206	1,335
Mixed Poultry Feeds	980	547	4,934	4,481
Other Mixed Feeds	1,610	319	5,336	10,086
All Other Feeds	2,788	794	17,324	12,693

ment of still more highly specialized farm animals.

Hay Movement in September

Receipts and shipments in hay at the various markets during September, compared with September, 1930, in tons, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Chicago	4,594	8,675	388	1,719
Cincinnati	1,463	4,752	...	...
Denver	913	1,133	...	...
Ft. Worth	66	913	...	22
Kansas City	5,976	16,668	...	5,052
Milwaukee	60	252	...	...
Minneapolis	1,373	1,584	16	...
New York	199	...	...	...
Peoria	720	490	70	60
St. Louis	3,576	17,844	660	6,564
San Francisco	1,622	8,393	...	...
Seattle	198	385	...	...



J. H. Caldwell, St. Louis, Mo.

***The* ANGLO AMERICAN MILL COMPANY INCORPORATED**



announces its new

18-6 MOGUL HAMMER MILL

A Combined Roughage Grinder and Hammer Mill

***An important message to every
feed maker and dealer
in America***

For years the Anglo American Mill Company has studied the development of America's feed business, and devoted its efforts to the creation of means for profitable feed making. It has by scientific process and practical application developed modern equipment, best suited to answer the requirements of the feed maker of today.

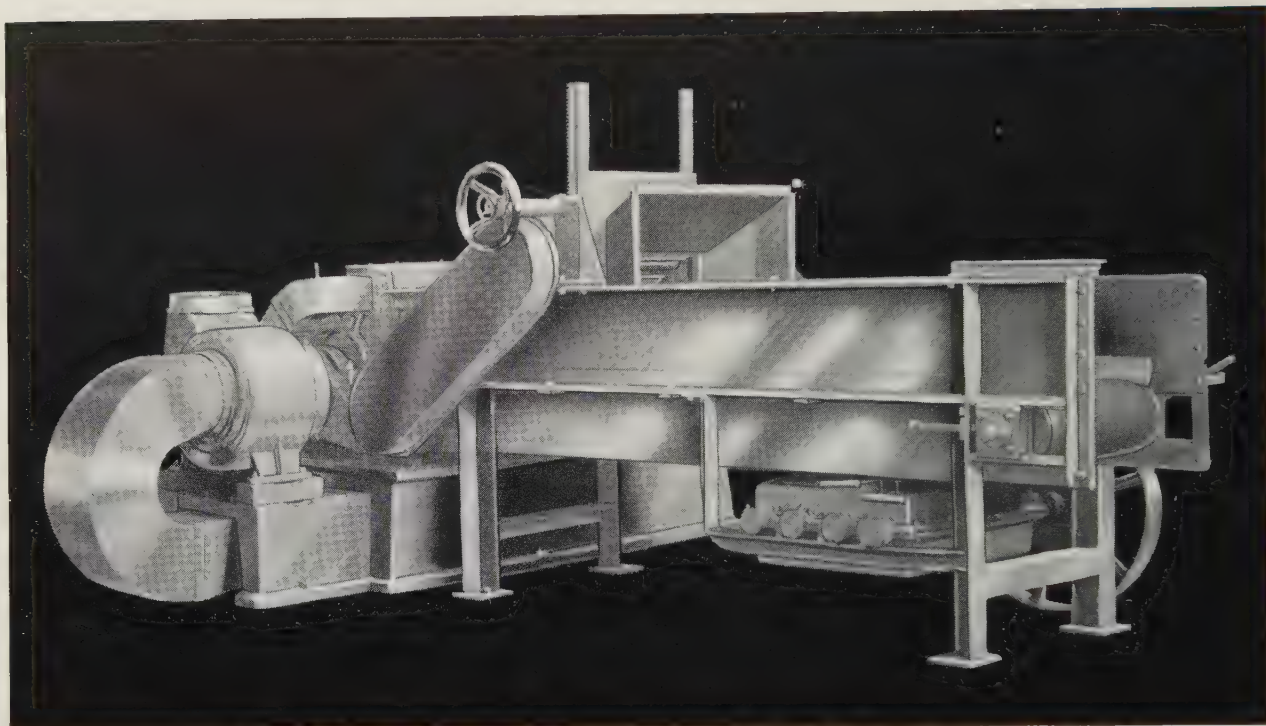
The new 18-6 Mogul Hammer Mill is one result of this specialized effort. It is designed to meet the definite modern need of the feed manufacturer and dealer.

It will pay you to investigate this new mill, as well as other Anglo American equipment.

***See Next
Three Pages***

The Anglo American

18-6 MOGUL HAMMER MILL



Grinds Roughages, as well as grains

This new Mogul Hammer Mill is the latest development by Anglo American engineers. It is designed for the efficient grinding of grains and roughages of all kinds at low cost.

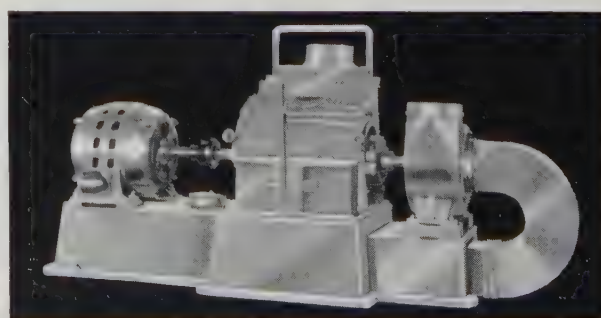
The Mogul Hammer Mill has a definite place in your plant if you grind hay, straw, corn fodder or any other roughages.

The Mogul Mill grinds grain and roughages in one operation so efficiently that there is no chance for ground feed to become heated by friction.

It brings you increased profits on grind-

ing by its greater capacity and finer grinding with the same horsepower.

You will find the Mogul Hammer Mill a machine of finest craftsmanship and design. Every feature has been incorporated in this new mill to make it fit the feed maker's needs. Complete details will be sent without obligation.



Front view of 18-6 Mogul Hammer Mill

Write for complete information

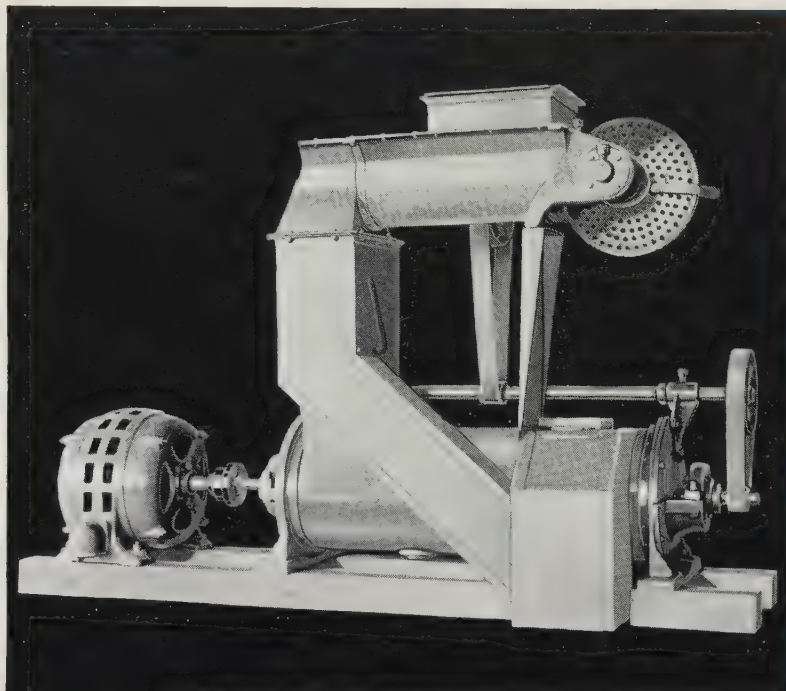
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The Anglo American **MIRACLE** **MOLASSES PROCESS**

The value of sweet feeds is recognized everywhere by raisers of all kinds of livestock, as well as by experiment stations. In every community there is an opportunity for a profitable sweet feed business.

The Anglo American Mill Company, a pioneer in molasses process equipment, has already established community feed dealers in this profitable business in 44 states and several foreign countries.

Why not investigate the possibilities of a Miracle Sweet Feed System for *your* community.



This Control Stand regulates and records accurately the amount of molasses used. The micrometer regulating valve is a patented valve of our own design which permits the regulation of molasses from 3% to 50%. Accurate control. No clogging.

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We invite you to consult our engineers regarding any problem on mill equipment or installation. They have planned and supervised installations of equipment throughout the country. Their specialized experience enables them to protect you against mistakes. This service is free.

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Feed Merchandising

From address by CLARENCE P. CLARK, Chicago, Ill., chairman National Feed Merchandising Council, before Central Retail Feed Dealers Ass'n at Eau Claire, Wis.

Speculation has occupied a far too prominent place in the feed business. It has been rampant in the feed business.

Sales of feed for delivery far in the future has been a common practice. Hundreds of thousands of tons of mixed and unmixed feeds have been sold before corn planting was finished, before oats were four inches high, before there was anything approximating accurate information regarding the production of cotton and cottonseed, of flax and flaxseed, corn, oats, and other grains and ingredients generally used in feeding. The prices established were made long before anybody could tell what the prices of those feeds should be. The prices then were artificial. Feed manufacturers in large numbers would make sales on this basis. Feed dealers would buy from feed manufacturers on this basis and farmers without any knowledge as to what the production of their native crops might be, without any knowledge as to what prices they might expect for their farm products, and with a very poor idea as to what their actual feed requirements might be, purchased feed from their feed dealers. The feed business then was a guessing contest. If everybody made the right guess there wasn't any apparent harm done.

Long Time Booking Evils.—But this guessing lead to artificial prices and made feeds cost more than they would if they were marketed in an orderly way. Seasonal long term bookings by most mixed feed manufacturers simultaneously, caused enormous buying of ingredients at the same time to cover these sales. This intense competition for limited supplies naturally resulted in sharply bidding the market up to a basis greatly above the normal prices. This increase was included in the cost of the feeds. Invariably when this frenzied buying wave passed it was but natural for the market to sag back to the normal before the period, showing heavy losses to the earlier buyers. Consumers who had made the wrong guess found themselves unable and were sometimes unwilling to take delivery of what they had purchased, resulting in the dealers having contracts which were hard to deliver and at times many of which were not delivered. The manufacturer found himself in exactly the same position.

The practice of long term bookings imposed great risk and penalty on consumer, distributor, and manufacturer. It bred ill will between consumer, distributor, and manufacturer. It affected everybody's pocketbook. Long term bookings is the one single practice that has caused more harm, more grief, more losses to all branches of the feed industry than all the other bad practices put together. In fact, long term bookings invariably lead to other uneconomical and wasteful practices.

The practice of guaranteeing prices directly resulted from long term bookings. It was supposed to be a great sales idea. "By buying this contract today, Mr. Dealer, you can't lose because the price is guaranteed against decline" is the argument which was generally used and which so often resulted in "bookings" being made.

Is price guaranteeing a good practice for the feed business? Does it add to the cost of feed or does it lead to reduced costs? I know that you feed merchants have often asked the question: "How can a feed manufacturer guarantee his feed prices?" You know that if I, a feed manufacturer, sell you a contract of feeds for scattered delivery during the next six months, even with or without a moderate carrying charge, and guarantee my prices against decline, and providing that I own the ingredients out of which the feed that I sell to you is made, that in the event of a decline of one, two, three, and five dollars per ton in the market, I am obligated to a loss that can be and often has been harmful and hurtful to me as well as harmful and hurtful to you. If I can afford to take a loss then would it not be a pretty fair indication that my price to begin with was too high? If I did not own the ingredients going into the manufacture of the feed stated on the contract, if I had sold you something of which I did not have full control, then is there not a serious risk for you as well as for me? It isn't necessary to say anything more about price guaranteeing.

Long term bookings and price guarantees do not result in an improved consumption of feeds.

The unsoundness of long term bookings and price guarantees have long been recognized by feed manufacturers, feed dis-

tributors, and consumers. Many feed manufacturers and many feed merchants who did not believe in these practices, who knew how harmful they were, were more or less forced to adopt them in their sales policies because so many of their competitors were operating on this basis. One manufacturer would operate on this basis because other manufacturers did. One feed dealer would buy feed on this basis because his competitor did. But for years there has been a general recognition of the unsoundness of these two practices and so it was but natural that some overhauling of the feed ship should be made and that a movement should be originated and sent forward under which these recognized highly speculative and harmful practices would be eliminated from the feed industry of the country.

The Plan.—You are familiar with that movement and with The Plan which was developed and which provides that:

Sales of commercial mixed feeds shall not be made for shipment beyond a period of sixty days with a sixty day extension allowed, providing a carrying charge of 25c per ton for each 15 day period or fraction thereof is made and paid.

Sales of commercial mixed feeds will not be made with prices guaranteed against market decline.

Unshipped contracts will be terminated on a business basis.

While I know you are familiar with the widespread general and generous acceptance and endorsement of this plan by feed manufacturers, feed distributors, and consumers, yet I am going to again briefly review the results to date: Two hundred eight manufacturers of commercial feeds have publicly accepted the plan and have incorporated it in their merchandising policies. Thirteen additional manufacturers of commercial mixed feeds, while accepting most of the essential features of the plan have, during the past months been operating a feed business in accordance with all of its terms and provisions.

The Northwest Mixed Feed Mfrs. Ass'n, the Southeast Mixed Feed Mfrs. Ass'n, the Northeast Feed Mfrs. Ass'n, the Western Pennsylvania Millers' Ass'n, and the American Feed Mfrs. Ass'n, have endorsed and actively supported the plan.

The Central Retail Feed Ass'n, the Eastern Federation of Feed Merchants, the New England Grain Dealers' Ass'n, the Southeastern Pennsylvania Feed Merchants' Ass'n, the Ohio Grain, Mill & Feed Dealers' Ass'n, and the Pennsylvania Millers' & Feed Dealers' Ass'n, have endorsed the principles of the plan.

Large numbers of retail feed merchants have independently endorsed the plan.

Two of the largest farmers feed cooperatives in the country, namely, the Grange League Federation Exchange and the Eastern States Farmers Exchange, have enthusiastically endorsed the plan as also have many of the nation's outstanding leaders in agricultural thought.

The Honorable Julius Klein, Assistant Secretary of Commerce, and other outstanding business leaders, have endorsed the principles of the plan.

What further evidence is required to prove that a plan so widely endorsed is sound and right and helpful for the feed industry of the country?

The National Feed Merchandising Council.

—The thought was and is that the National Feed Merchandising Council will bring together feed manufacturers, feed distributors, and feed consumers. It should be made up of representatives from each branch of the feed industry. However, before a proper representation can be developed, it seems necessary that our present ass'ns of feed manufacturers and of retail feed merchants be reorganized. To-day we have quite a number of ass'ns of feed manufacturers that have done and are doing excellent work—much more work than they will possibly ever be given credit for, work that has done a great deal in advancing the feed industry. At the same time I believe that one organization, a national organization of feed manufacturers with branches in different sections of the country where branches are required, would be more effective, more efficient, and less expensive. Under this plan there would be no work duplicated as there often is where there is more than one organization working for the same cause. Why not bring the present organizations together into one organization.

It seems to me that the best interests of the retail feed merchants and of those with whom they do business would be served through one well-organized and efficient

ass'n of feed dealers. Other branches of the industry should have their national organizations and if they had, then it would be an easy matter to bring these different branches together into the National Feed Merchandising Council where the different groups may meet, discuss, and come to understand problems that are common to each and all and develop trade practices and a code of ethics which will make the feed industry bristle with efficiency and real service. I hope some day, and I predict, that the industry will be organized in this way.

Retail feed merchant, it is highly essential, should know his own market, know the location of every farm, who lives on that farm, the number of cows, horses, beef cattle, sheep, poultry, and other kinds of stock kept on that farm, the feed produced on that farm so that he may estimate the actual weekly, monthly, and yearly feed requirements of that farm. He should also know the ability of the man on that farm to pay for what he buys. In fact, a proper census of a feed dealer's territory seems one of the basic, fundamental requirements of a retail feed business. With this knowledge of the potential business in his territory, the feed dealer can lay proper plans for the obtaining of that feed business. With this knowledge a dealer will come to know his customer and his prospective customer much better. He will naturally become interested in the kind of stock that a man keeps. He will inquire whether the man is weighing his milk and culling his flocks. He will point out that no farmer can hope to make money through feeding feed to hens that are only bred to lay 50, 75, or 100 eggs per year; that no farmer ever made any money through feeding feed to cows that could only produce 4,000 or 5,000 pounds of milk and accordingly could not pay for the feed consumed. A feed merchant will soon learn the advantages of becoming interested in herd improvement and in poultry improvement and in better all around farm practices, because the feed dealer who is on to his job recognizes that his success is dependent upon his ability to bring prosperity and happiness to the people to whom he sells feed. And the feed dealer who is truly interested in the people of his community, who is efficient, who understands feeds and feeding, who has the ability to carry a really good, sound and progressive and profitable feeding program to his farmer friends never has to worry very much about prosperity. I firmly believe that the feed dealers can do more to help themselves and bring the feed business back to a better basis through the development of the census idea than by doing any other one thing.

Advance in Memphis Cottonseed Meal Market

By J. M. TRENHOLM

Memphis, Tenn., Oct. 10.—Today brought to an end a week's trading in cottonseed meal which has been the most bullish that we have experienced since July when the war debt moratorium was declared. The market has scored an advance of practically \$2 per ton. The strength displayed by the market was brought about by a combination of circumstances. It developed early in the week that the seed movement in the southeast was very slow on which account some oil mills were forced to close down, and as meal was practically unobtainable in that territory it threw the buying of the country into the central belt which was selling at a discount. On top of this the Government's attempt to bring about constructive measures created strong markets in cotton, grain and stocks all of which lent an impetus to the advance in cottonseed meal. Shorts became uneasy and bid the market up on themselves. There was also more investment buying than has been evident for some time. The close for the week was strong at the top. The meal market has now advanced to 20% of its present value. Some of the spot dealers report a continual demand for actual meal while others report that the demand has fallen flat, the trade being unwilling to follow the advance. The weather remains ideal for the picking and ginning of cotton and the movement of seed in the central belt continues to be at least normal in spite of some rumors to the contrary. Trading today was limited and the market was tight and strong.

The cottonseed market has been inclined to drag through the week showing little disposition to sympathize with the advance in cottonseed meal and oil up until today when both trading and prices took quite a spurt. March seed was traded in today at \$12.50 and Jan. seed brought \$11.50 against \$11.75 last week. So far as can be ascertained there has been no advance in the price of seed in the country. It is still obtainable at \$7 in Missouri, Arkansas and Tennessee.

What Retail Feed Dealers Should Know About Dairy Feeding

By GEO. C. HUMPHREY, Professor of Animal Husbandry, University of Wisconsin, Madison, before Central Retail Feed Ass'n at Eau Claire.

America's annual milk production amounts to sixty million tons. Wisconsin's annual milk production exceeds five million tons, produced from feed grown on 130,000 farms, and additional purchased feed consumed by two million dairy cows. Feeds purchased and used in supplementing home grown grains and roughages by Wisconsin farmers have been estimated to cost as high as \$31,000,000 a year. The largest percentage of this amount is expended for dairy feeds, all of which indicates something of the magnitude of Wisconsin's present dairy feeding program.

Good Farming a Help to Good Feeding.—A dairyman who does not produce an abundance of good hay and silage, preferably legume hay and corn silage, and a given amount of farm grown grains will have his difficulties in buying feed and paying for it unless he is receiving a price for milk considerably above the average price paid by creameries, cheese factories and condenseries. The better the farm and the more feed like corn silage and alfalfa it produces at reasonable cost, the more feed one can afford to buy for his dairy cows. Dairy men should be encouraged to buy feed only to supplement their farm grown feed, and there is plenty of opportunity for them to do so when they carefully consider how farm grown feeds may be supplemented and their volume of business in dairy feeding increased.

The feed dealer may greatly add to the volume of his business by getting out and actually selling the farmer what will best supplement his supply of farm grown grains. If one were to predict the kind of service feed dealers are going to give farmers and dairymen in the future, it would be a service of selling a program of feeding as well as selling a supply of feed. Unless a dairyman can be convinced that buying a given quantity of feed will be worth while and will make him some money, he will not buy until forced to do so, and then under conditions which result in a loss rather than a gain for him. This can all happen and does happen more often than the dairyman himself realizes.

Buy Too Little Feed.—The average dairyman tries to get along by buying as little feed as possible. During the hot summer months when the green grass pasture becomes short and scant or changes its composition from a rich, well balanced ration of green grass to one of unbalanced ration of ripe, dry grass, the best cows of his herd drop seriously in production, and not to return fully to their production capacity until they are again fresh and thus have the opportunity of doing so. For these best cows, a better feeding program would be to buy feed if necessary to overcome the drop in milk production and, furthermore, to overcome the loss in body weight, all of which is a source of loss in the maintenance of a good dairy herd. For the winter months the supply of farm grown feeds is too often insufficient and unbalanced to enable any of the cows of the herd to return a profit or to be properly maintained.

With a shortage of feed and with an unbalanced condition of the dairy ration, a dairyman is unfortunate. Too often in order to save his cows or to improve their condition, he will buy feed when it is too late to realize any returns on it and he will even buy mineral feeds and stock tonics, all of which is most discouraging to him and to the development of a good dairy feeding program. Even with our present condition of low prices for dairy products, a good system of dairy feeding may be expected to return some profit, or at least to pay something over the feed cost.

Average Herd Production Too Low.—If it were not for the better herds and the better cows, the dairy industry would not be anything to talk about. The average production of all cows in the state of Wisconsin is reported to be 5500 pounds of 3.61 per cent milk, equivalent to 200 pounds of butter fat. Based on records of 40,000 cows tested in Wisconsin Dairy Herd Improvement Associations, with feed and fat prices corrected to correspond with those of the present time, it is evident that a dairy herd to meet the full cost of feed and keep should produce the equivalent of 8600 pounds of 3.5 per cent milk, or 300 pounds of butter fat. The average feed cost per cow, well fed and capable of making this production, is \$30 for roughage and \$12 for grain or concentrates. Dairy men may consider themselves

fortunate in being able to buy feeds at relatively low prices at this time, and should be encouraged in taking advantage of the opportunity to feed their best cows to full capacity. To do this and to eliminate their poor cows from the herd will be their only opportunity to realize satisfactory returns from dairy feeding.

The following table prepared by Hall and Harris (Wisconsin College of Agriculture) shows the relation of butter fat yield to returns for the fall of 1931. This table is based on the records of the 40,000 cows heretofore mentioned.

Relation of Butterfat Yield to Returns for Fall 1931

Production 3.5% Milk, Lbs.	Fat Lbs.	Value of		Return Over Feed Costs	
		Fat 30c	Rough- age	Grain	Gain
1,500	50	\$ 15	\$30	\$ 4	*\$19
2,800	100	30	30	5	* 5
4,300	150	45	30	6	9
5,700	200	60	30	8	22
7,200	250	75	30	10	35
8,600	300	90	30	12	48
10,000	350	105	30	15	60
11,400	400	120	30	17	73
13,000	450	135	30	20	85

*Loss.

Herd Testing Necessary.—Herd testing and the production records of individual cows like those in the foregoing table teach us many lessons in dairy feeding. "The eye of the master fattens his cattle," but the milk scale and feed scale are the determining factors in profitable dairy feeding. The law of diminishing returns operates very decidedly in the feeding and performance of every individual cow, and the dairyman who pays his feed bills from the returns on milk understands how returns diminish to a point where it becomes difficult for him to pay feed bills for the support of poor cows. At the present time when butter fat is selling for 30c a pound, it will require about fifty per cent more production per cow to make the returns which were secured when butter fat sold for 50c a pound.

Every feed dealer will do well to carry a supply of scales for weighing milk and feed, and of record sheets for the use of his patrons in keeping a record of cows. He should, furthermore, be a strong promoter of herd testing. No institution has helped the dairyman more to realize good returns on his farm grown feed and purchased feed than the cow testing or herd improvement association.

Feeding Standards.—Feed manufacturers know the protein, fat and fiber content of what they offer, and the protein and fiber content of feeds and feed mixtures have become the generally accepted standard as a guide to quality in buying and using given feeds.

The retail feed dealers have the opportunity to familiarize themselves with all of the facts relating to dairy feeding, and to become better organized in rendering dairy men service in dairy feeding operations. In all of these things it is encouraging to know that a splendid progress has been made and is continuing to be made.

Swarms of locusts have invaded 800 square miles of the provinces of Santa Fe, Cordoba, and Santiago, threatening wheat and other crops of Argentina.

Feed and Grain Samples Shown at County Fair

An exhibit of type samples of grain and feed handled by the inspection department of the St. Louis Merchants Exchange was supplied by C. B. Rader, the Exchange sec'y, for showing at the Randolph County Fair, Sparta, Ill. The Southern Illinois Millers Ass'n had charge of the exhibit.

This attracted a great deal of attention from farmers and business men, who were surprised to see the variety of feed and grain handled thru the inspection department, and to learn that the inspection was a guarantee of grade and quality between buyer and seller, says J. L. Grigg, sec'y of the Ass'n.

More such exhibits at county fairs would improve the education of those who do not commonly come in contact with the buying and selling of grain and feed, and would correct many of the mis-impressions current about the grain exchanges.

SALT

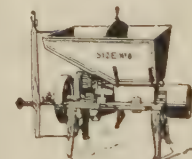
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BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

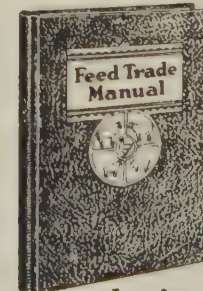
"COMBINATION" MILLS



Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

THE N. P. BOWSHER CO.
SOUTH BEND INDIANA

A Complete Manual of up-to-date Feed Formulas



Indispensable to the man who mixes and grinds feed.
A Practical How To Do It Book containing Formulas for all kinds of feed for any section of the country.

Leather Bound \$5.00 } Plus
Cloth Bound - \$2.00 } Post-
age

for sale by
Grain & Feed Journals
Consolidated
332 So. La Salle St., Chicago

Where Organization Counts

Address by H. H. HUMPHREY, Wausau, Wis.,
before Central Retail Feed Dealers Ass'n
at Eau Claire, Wis.

Freight Tariffs.—Realizing the far-reaching consequences of these new tariffs in increased cost of feedstuffs as well as curtailed freight service, grain and feed organizations have registered vigorous protests with the Commission and the railroads, and it is hoped that some of the more objectionable features will be rescinded or modified. But those most vitally affected, the feed consumers, are largely unaware of what has transpired. Here surely is a case where this organization through its members should point out to the feed consumers just how these new freight regulations affect their feed costs and give them too an opportunity to voice their disapproval.

Legislation.—As a class feed dealers are decidedly indifferent to what is going on at Madison and Washington.

The so-called "Open Formula" Feed Labeling Bill was introduced in the State Senate three years ago, where after thoro discussion and investigation it was defeated by a substantial majority. Not content with this action the sponsor of the bill had it introduced in the Assembly, where the com'te composed almost entirely of dirt farmers voted unanimously for its indefinite postponement, and the Assembly later affirmed their recommendation without a dissenting vote.

The same bill was again introduced in the session recently closed. This bill in its original form would have required every mixed feed offered for sale in Wisconsin to be so labeled as to show the exact amount or percentage of each ingredient contained in such feed.

The principal objection to such a law was concisely stated as follows in a strong editorial in *Hoard's Dairymen* opposing the measure:

"After a feed is once ground and mixed, there is no chemist or physicist who can tell the amount of each ingredient in such feed. Neither the eye with the aid of the microscope nor the reaction in the chemist's test tube can discover it. In no way can any man find the number of pounds or the approximate number of pounds of linseed meal, cottonseed meal, bran, brewers grains, oat hulls, or any other ingredient of a

mixed feed. Because of these facts it is the judgment of every feed control official of whom we know, that such a law is not enforceable. It is futile and deceptive to attempt to make a statement of percentage of ingredients on the label obligatory by law."

The bill again met with vigorous opposition from this and other organizations including co-operative feed dealers, farm organizations and dairymen's associations. It was finally revised to apply only to low feeding value ingredients. But the same objections would obviously apply, because it is just as impossible to determine the percentage of low ingredients as of high ingredients. So the bill was finally killed in the Senate and was not brought before the assembly. The splendid co-operation of farmers and feed dealers in promptly exposing the fallacy of this kind of legislation and in bringing before their representatives the real facts about this measure no doubt was largely responsible for its defeat.

License Tax on Portable Mills.—Another measure which was of special interest to feed dealers and farmers was Bill 781-A, which proposed to license portable feed mills, and in this way compel them to pay their fair share towards support of the community from which they derive their profits.

According to its sponsors it was not intended to be prohibitory, but merely to place the portable and stationary mills more nearly on a basis of tax equality and to give the local government some measure of control over their activities. It was not directed at the locally owned and operated portables. Such mills were expressly exempted from its provisions within the municipality in which they were listed on the tax roll. But it would affect especially the itinerant grinders which roam about singly or in squads, picking up the cream of the business and then moving on without paying a cent of tax or other revenue in the localities in which they do their business.

This bill was introduced by the committee on agriculture in the assembly, and following the public hearing, was recommended for passage. When it came up for a vote in the assembly it was passed by an overwhelming majority. It did not reach a vote in the Senate, however, until next to the last day of the session, and in the rush and confusion incident to the closing days of the session it was defeated by a single vote. From the number of votes changed on the

various roll calls it was evident that the bill was not thoroughly understood, otherwise in all probability it would have passed the Senate as readily as it did the assembly.

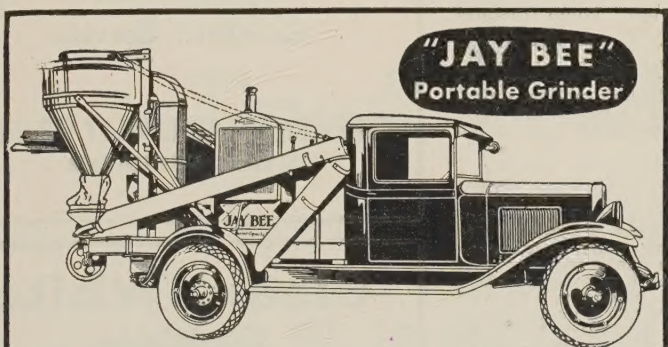
Lawmakers Welcome Advice.—Considering the fact that thousands of bills are introduced in every session of the legislature, it is utterly impossible for any legislator to intelligently pass on the merits of half the measures upon which he must vote. This emphasizes the reason why those whose knowledge and experience best qualifies them to pass judgment on the merits of any measure before the legislature, should give their representatives the benefit of their counsel. Most legislators, I believe are glad to hear from their constituents and would welcome their honest advice on pending measures.

When the membership is large and each individual thoroughly interested in promoting its program in his locality, then an organization thrives, for it rests on a stable foundation. But when the officers have to do all the work the pyramid becomes inverted, top heavy and falls to the ground.

I bespeak for this Ass'n your increased support and interest, not alone from a selfish standpoint but also in the interest of your customers. Whatever contributes to their prosperity and satisfaction builds up your business, whatever imposes a burden on the feed business—whether in the form of increased cost of transportation, ill-advised legislation, unnecessarily extravagant inspection work, or loose business methods such as a careless credit system, all finally falls upon the shoulders of feeder and dealer alike.

Feeders have come to depend very largely on the judgment and leadership of the dealers in matters pertaining to feeds. Thru close co-operation with this association every dealer can be a sentinel on duty in his locality. He can help keep farmers informed not only on the usual subjects of markets and choice of feeds but on these equally important matters of adverse legislation, increased freight rates and farm relief.

Maizewood is being used in the construction of the new \$15,000 chemical engineering wing of the Iowa State College at Ames. This "wood" was developed by the department and is used because of its sound deadening qualities.



Farmers Are Demanding "JAY BEE" Portable Grinding

Wm. J. Ireland made \$308.50 first two weeks

Fortify your plant with a "Jay Bee" Portable hammer mill. Be prepared for the grinding business that will come the Portable way.

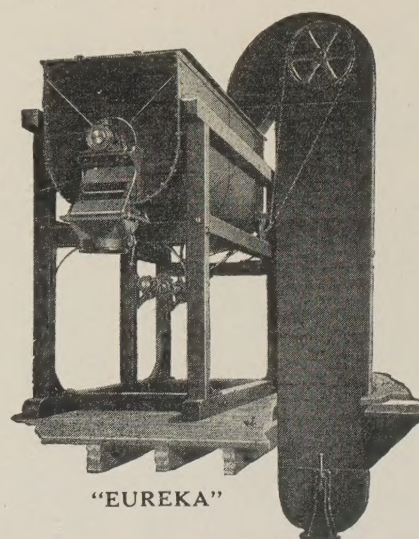
Your income will depend upon the efficiency of your grinding unit. The "Jay Bee" gives you the greatest efficiency in a hammer grinder. "Jay Bee" cooperation after you have purchased your mill helps you make real money with it.

Over 17,000 Bossert made "Jay Bee" mills in use—proof of their unequalled superiority. Stationary mills for every grinding requirement; from 12 H. P. to 100 H. P. with belt, V-belt, and direct-connected drives. Write for literature and demonstration.

The "Jay Bee" Portable offers exclusive features, economies, and profits, not found in any other portable grinder. Be sure to investigate this great money-maker before you buy. Earning capacity of "Jay Bee" Portable is from \$400 to \$600 a month and over.

"Jay Bee" Molasses Mixer, the only molasses mixer that will mix cold molasses in any proportion without balling the molasses. Best equipment in the world for making sweet feeds. No better Batch Mixer is made than the "Jay Bee."

J. B. SEDBERRY, Inc., 76 Hickory Street, Utica, N. Y.
JAY BEE SALES CO., 319-325 Live Stock Exchange Bldg., Kansas City, Mo.
A. E. THOMPSON COMPANY, Minneapolis, Minn.



Feed Mixer

Nothing to do except remove crating, stand the machine in position, bolt it to floor, and apply the drive belt. No elevator or other extras to bother with. Just a mighty good, concentrated feed mixing plant, arranged in the most convenient form—and such a fast worker!

Write for catalog GD124

S. HOWES CO., INC.
INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N. Y.

Advertising for Retail Feed Dealers

From address by EVERETT ROQUEMORE, Chicago, Ill., before Central Retail Feed Ass'n at Eau Claire, Wis.

The best advertising is word-of-mouth advertising; but you can supplement your personal calls on your feeders, by using that powerful medium, the printed word. Advertising, to be good, must **sell** goods.

Feed advertising, to be good, must tell the prospective buyer **HOW** your feeds can benefit him or her, from a profit standpoint.

Of course your goods must be **worthy** of advertising. They must back up your claims for them. They must produce the results claimed for them.

First let me say that advertising, to be effective, must be **consistent**. Never let up. Keep your name and the names of your products before your trade as much as possible. Remind them regularly.

During the coming cold weather months, your feeders will have more time to read. Moreover, they'll be more concerned over ways and means by which they can improve their feeding methods—and make more money from their herds and flocks.

Direct mail advertising, used consistently, from now on, can prove mighty helpful to you, in selling more feed—in keeping your name and the advantage of your products constantly before them—at a time when they are in a more receptive mood to read and digest the contents of your sales messages.

A penny postal, mailed regularly to your trade, can accomplish wonders. A letter now and then—folders—broad-sides—material which most manufacturers supply to their distributors free of charge—should be used regularly—in building up that series of impressions in the buyer's mind that causes him or her to come in and ask what it's all about. Some dealers I know, use an inexpensive mimeograph or other type of duplicating machine—to quote their trade regularly—and to stress the selling points of the products they sell.

Some mail a sales message every week or two—others once a month. Some never fail to enclose a piece of literature with every statement they mail.

True—not every one of these pieces of advertising will be read 100%.

True—the reader will throw away your letter or literature, but he can't be expected to save and frame it. If the piece of advertising has delivered its message, what do you care what becomes of it? Put these little sales messengers to work and keep them working as regularly as clock work. Sooner or later, you'll see results, if you keep everlastingly at it.

Some dealers I know, mail out a little house organ at regular intervals. They don't fill it up with their own advertising either. I've heard of cattle, implements, etc., being sold for customers in this way—baby carriages being traded for feeding hoppers, etc., just through the medium of a column in the feed dealer's little magazine devoted to this sort of thing . . . and the free service was appreciated, too.

Good local testimonials make fine advertising. We are always interested in what others in our same line, in our own localities are doing and accomplishing. Broadcast a good testimonial every chance you get. I mean the type of testimonial that really says something, that contains some interesting facts and figures. Last spring we cooperated with many of our dealers in putting on local broadcasting programs. One of our dealers right here in Wisconsin had us prepare a series of lessons in modern poultrying. One of these lessons was broadcast from the dealer's local radio station every week at a certain time. The broadcasts were advertised in the local paper, through handbills, free "tickets," direct mail, signs, etc. The cost was incidental compared with the results, for this dealer sold more than a carload of mixed poultry feed alone (mostly mashes) in less than a week's time—and during a week when egg prices were the lowest in over twenty years.

DISPLAYS.—Someone once said that goods well displayed are half sold. How is your display of feeds? It is said that over three fourths of all sales are made thru the eye.

A very clever little display rack was built by one dealer. It had six sides and could be turned around on a pivot. On each of the six sides he had an open bag of feed resting on a base that cleared the floor. On a shelf above the bags he had a number of small tin plates, or pie tins, in which were samples of the ingredients from which the feeds were made. Stuck into each pile of raw material was a card on which was printed the name of the ingredient, and what part it played in the balanced ration. Above these tins was a little rack in which descriptive literature was kept. A few cards were tacked around the unit and mounted on top was a nice clean cotton bag of feed—with a spotlight played upon it, from above. He called it his "silent salesman," and told me that it had

sold more feed for him than some of the so-called "live" ones. It occupies a conspicuous place in his store, and as I visited with the dealer, I saw several persons walk up to it, give it a bit of a spin, just to see it turn around on its axis—examine it to see how it was made and then look over the feed and the rest of the material on display, sticking a circular or two in their pockets. The dealer sold several sacks of feed while I waited, and after each sale, turned to me, smiled, and said "See, what did I tell you?"

If you have a good window or two—utilize them for display purposes. If you have no display windows, use a counter display or an attractive floor display. Such a display costs nothing but a small amount of time and possibly a few cents worth of decorative material such as crepe paper, clean empty cotton bags, etc.

Price Cards.—Some dealers insert or attach to a bag of each kind of feed handled—an attractive price card with possibly a few lines of selling copy printed thereon. Buyers are sometimes reluctant to ask the price of a certain article. Chain stores usually mark their prices on goods. I think it's a good thing. It frequently creates more confidence in the buyer's mind and most sales are based upon confidence in you, your products, or both.

Advertising of the right type, backed by quality merchandise and thoughtful service, builds confidence and confidence, in turn builds sales volume and profits.

Feeding Records.—Urge your feeders to keep accurate records. Most feed manufacturers supply their dealers with egg records, trap-nest records, broiler records and milk charts—and make no charge for same. Take advantage of these dealer helps offered to you by manufacturers. If they are willing to circularize your mailing list, supply them with a list of your principal feeders and those whom you would like to have as steady customers. It is surprising how many retailers do not take full advantage of these free advertising helps supplied by manufacturers.

Meetings.—Get your feeders together from time to time. Make no attempt to sell them at these meetings and let them know in advance that they will not be imposed upon by attending. Make your meetings helpful—educational. Advertise them well in advance. Arrange a showing of some good moving pictures. There are many educational films available for such meetings, and the films may be had free of charge. Have a few good speakers—specialists in their lines. It's surprising how little effort is required to organize a meeting of this kind and how little expense need be involved. Some dealers even serve light refreshments, gratis. All of these things help—and prove that the dealer is a live wire merchant—that he DOES things, instead of waiting for business to come to him. And who doesn't prefer doing business with the aggressive and alert type of merchant who takes an added interest in those whom he serves?

Newspaper ads in local papers having a good circulation among your trade, are usually quite inexpensive and usually effective. Right now price talks pretty loudly—in fact too loudly in many instances where results and value should be given more consideration. If you can do so, use chain store tactics by using **leaders**, priced as low as possible—and then advertise them strongly. I once heard one of your speakers tell about a chain store making a leader of a certain brand of dairy feed—having quite a number of bags stacked neatly on the sidewalk in front of the store—and selling lots of it too—at a price higher than the local feed merchant was charging for the same thing. While my sympathies are entirely with the independent retail feed merchant as against the chain store or other type of feed selling organization which might encroach upon his business, still I believe in fighting fire with fire—not only by using certain good merchandising methods which the chains have developed, improved and put much thought in back of—but I believe the independent merchant should go them one better and capitalize on his ability to render helpful, personal service of the type the chains cannot give.

Free Premiums.—Ordinarily I am not for premium plans, but when they accomplish results and win a satisfactory amount of additional business to justify the expense, I would use such a plan. I understand that premiums are being used very successfully at this time by many large and successful firms in various lines of business, and that the results in many cases are exceedingly gratifying.

You should advertise at every single opportunity. Make each invoice—each statement—each envelope going to your customers—carry any advertising message. Make your advertising messages brief—understandable—believable—consistent. Signs, both indoor and outdoor—moving picture slides, even classified ads in your local paper—all of these things help to remind, and help to tie in with your other advertising, each medium making the rest just that more effective, but

your advertising must reiterate, must tell the same thing over and over again; because, in these days our advertising must compete for attention, our advertising messages are quickly forgotten.

I urgently recommend that you appropriate a certain amount of your sales for advertising—and then **spend** it for advertising—and nothing else. **Plan** your advertising well in advance and then work your plan.

Canadian Barley Test in England

England can use 20,000,000 bus. of barley if the quality and price requirements of English buyers can be met, according to a report reaching the Ontario Department of Agriculture.

Thereupon the Department arranged a test shipment of 8 different grades of barley for the English trade. If one of these make good it will be followed by a carload of the same grade.

FEED and GRAIN SAMPLES ANALYZED by EXPERTS

Write, wire or phone
Harrison 6490

RUNYON TESTING LABORATORIES
1106 Board of Trade Chicago, Ill.

FAIRMONT'S Pure Flake Buttermilk

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.
OMAHA, NEBRASKA

Clean, White Louisiana SALT

99.84% Pure

Free from shale, moisture,
organic matter, adulterants.
Best for Your Trade.
Will not cake or harden.
Costs no more.
Get samples for feed mixing.
Splendid profits for Dealers.

Myles Salt Co., Ltd.
New Orleans, La.

H. B. NAY
Sales Representative
360 N. Michigan Ave., CHICAGO, ILL.

Blue Streak
Triple
Reduction Process
CUSTOM MILL

GUARANTEE

The Blue Streak Hammer Mill is guaranteed unqualifiedly to grind feed better at a lower cost per hundred pounds than any other mill now on the market. You are the judge.

Prater Pulverizer Company.

SPECIAL *for* **OCTOBER ONLY**

Down payments reduced by more than one-half on all orders for Blue Streaks placed this month.

Take advantage of this opportunity—right at the start of the biggest feed grinding season in history . . . Remember, orders must originate within the next 31 days to take advantage of this extremely low down payment.

Write or Wire for Complete Information

PRATER PULVERIZER COMPANY

Dept. R—1829 South 55th Avenue
CHICAGO, ILLINOIS

Truck Loads to Bushels

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-lb. breaks. Just the thing for quickly reducing truck loads.

Printed from large, clear type conveniently arranged on both sides of six cards, size $10\frac{3}{4} \times 12\frac{3}{4}$ inches with marginal index, weight 1 lb. Price at Chicago, \$1.50. Order 3275 Extended.

GRAIN & FEED JOURNALS Consolidated

332 So. La Salle St.

Chicago, Ill.

The buyer's *greatest protection*



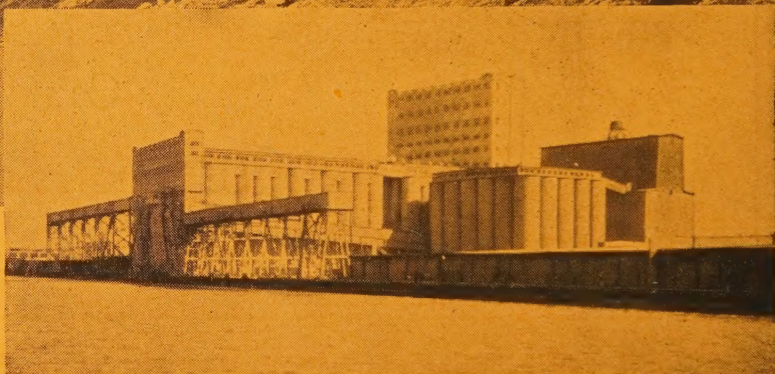
IT is a recognized principle of modern business that the buyer's greatest protection is the reputation of the manufacturer. Shrewd buyers purchase accordingly, especially when selecting a product with which they are not thoroughly familiar.

Is the manufacturer generally recognized as the producer of a quality product, and as being reliable and fair in his dealings? Does he advertise his product nationally, and does he stand back of it with a reasonable guarantee?

If he does, the buyer has the strongest possible assurance of receiving full value for the money expended.

The buyer of Diamond Belts has these assurances in fullest measure. For Diamond Grain Belts are advertised nationally. The manufacturer guarantees them to be free from defects in material and workmanship. During a long period of years they have been recognized and specified by acknowledged experts in the grain industry. They are operating economically in many well-known elevators all over the country.

When considering the purchase of belting, write our nearest branch office for quotation.



FOR transmission belt needs in elevator and mill, our Indian Red is most successful—being used by some of the largest mills in the United States. Pamphlet upon request.

At Top: Missouri Pacific Elevator at St. Louis, Mo., Edwin Ahlskog, Contracting Engineer. Belts by Diamond.

Middle Photo: The new Galveston Elevator designed by Horner & Wyatt. Several miles of Diamond belts are in use here, with equipment furnished by The Webster Mfg. Co.

Above: B. & O. Terminal Elevator at Locust Point, Baltimore, erected by M. A. Long Co. Nine and a half miles of Diamond belting have been in operation here since 1924.

THE **DIAMOND**

RUBBER COMPANY, INC.

AKRON, OHIO



Distributors in principal cities. Branches at Akron, Atlanta, Kansas City, New York, Philadelphia, Dallas, Chicago, Los Angeles, Seattle, San Francisco